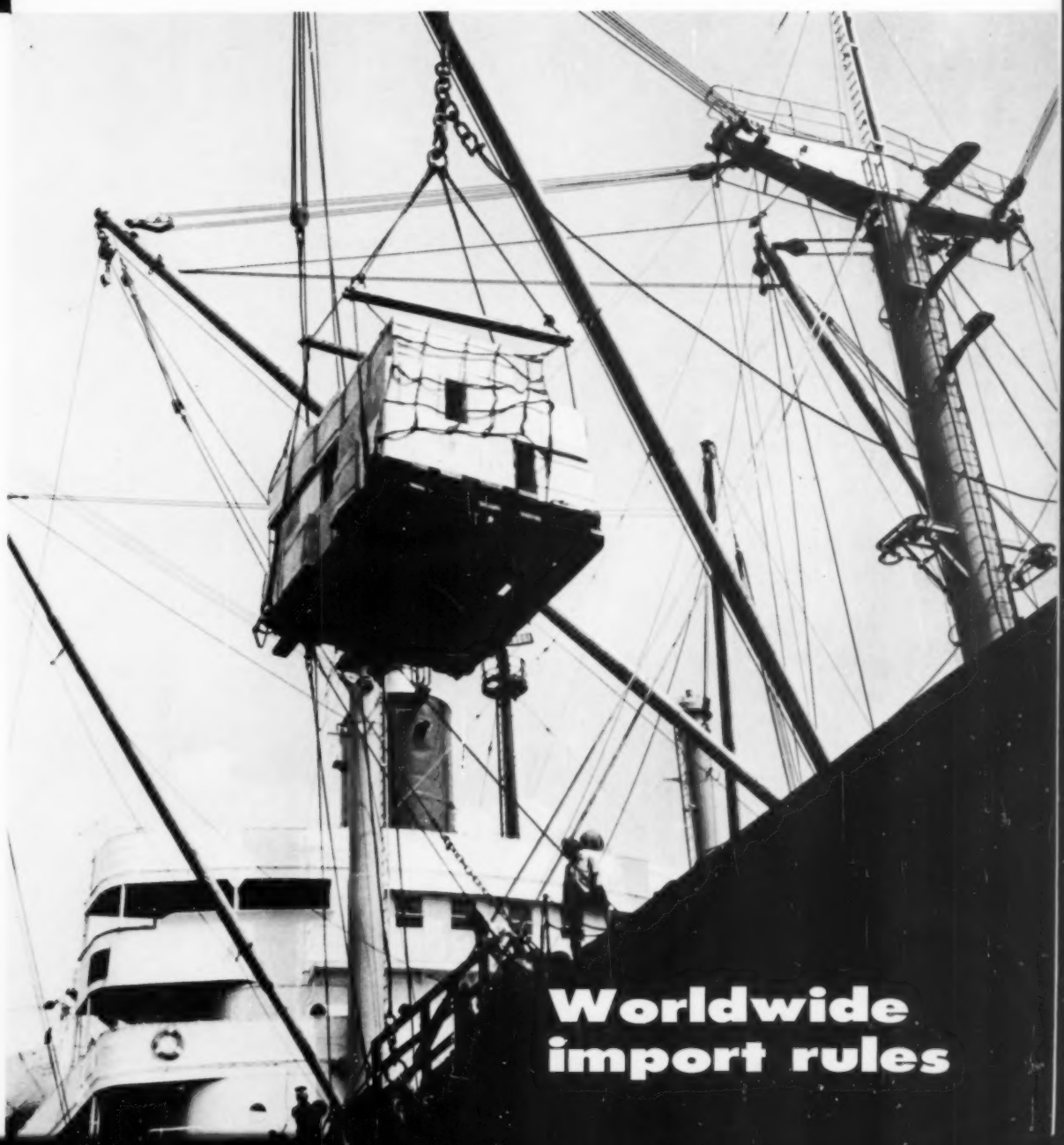
A UNITED STATES DEPARTMENT OF COMMERCE PUBLICATION

October 5, 1970

International Commerce



Worldwide import rules

XUM

International Trade Winds Newsletter

Company News

BROADCASTING—RCA Broadcasting Systems, Camden, N.J., announced an order for color TV studio equipment valued at approximately $500,000 from Westdeutscher Rundfunk (WDR) in Cologne, one of West Germany's largest TV stations. WDR, which currently uses 22 RCA video tape machines, will add four new systems to expand color video recording and playback capabilities.

COMPUTERS—Sperry Rand's Univac Division in Philadelphia will supply two computer systems valued at approximately $4 million to Kommun-Data AB of Stockholm, a data center serving local Swedish communities. The equipment will be used for billing utilities, rents and other accounting actions.

PAPER PRODUCTS—Kimberly-Clark of Australia Pty. Ltd. will expand tissue-producing facilities at its Millicent pulp and paper mill and build converting facilities on a new site near Sydney, for a total cost of approximately $16 million. The household paper products firm is a joint venture of Kimberly-Clark Corp., Neenah, Wis., and Australian Paper Manufacturers Ltd. At Millicent a third tissue machine will be installed and competition is expected by mid-1973; additional pulp production equipment will be also added. Construction of the warehouse and consumer tissue products converting plant near Sydney will be completed in 1971.

DESALINIZATION—Aqua-Chem, Inc. of Milwaukee will construct two 50,000 gallon-per-day vapor compression seawater desalting plants for the village of Palomares, Spain. The units will serve the city and three nearby villages. The units will help promote tourism in these water-short areas.

CONSTRUCTION—The Lummus Co., Bloomfield, N.J., subsidiary of Combustion Engineering, Inc., announced the formation of the Korea Engineering Co. headquartered in Seoul. The new firm is a joint venture between Lummus and private Korean capital. Lummus, world-wide design, engineering and construction firm for chemical and related plants, will provide technical personnel to train Korean engineers.

Yes, we would like our product catalogs put on display in Eastern Europe. So said more than a quarter of 3,600 U.S. firms in the general engineering and agricultural machinery fields receiving such an invitation from the Commerce Department. Sales literature of 950 American companies is thus on display at fall international trade fairs in Brno, Czechoslovakia, Zagreb, Yugoslavia, and Bucharest, Romania.

The new Sydney U.S. Trade Center sends along these figures from its first four between-show promotions: a combined total of $392,000 in sales off the floor, and 12-month projections adding up to $4.2 million. The companies sharing these successes were Addressograph Multigraph and P. Rowe Int'l, 3M, Robertson, Logetronics, and Carlson, and California Computer.

The United Nations' Second Development Decade is scheduled to begin this month. Expanding the foreign trade of the developing nations is one of the major aims of this program for the 1970s. Suggested goals include an annual growth rate for the GNPs of the developing nations in the 6-7% range and an annual per capita product growth rate of 3.5-4.5%.

Eximbank keeps adding to its firsts. This time it was participation in the National Machine Tool Builders Association show that just closed in Chicago. Eximbank was there to help U.S. machine tool makers handle financing for export sales. The institution's representatives had a special office area at the show where exporters, their bankers and the overseas customers could discuss export financing arrangements. The Foreign Credit Insurance Association (FCIA) shared this office. Eximbank broke new ground by taking part in this state-side show; it has previously participated with Commerce Department at overseas U.S. exhibitions.

After EXPO 70, what? Well, for the State of Washington Pavilion, a move from Osaka to nearby Kobe and a mini-fair at the office that the State operates jointly with the Port of Seattle in the Kobe Commerce, Industry & Trade Center Building. The five-day presentation that begins Nov. 30 is also a followup to a June trade and investment promotion by Washington State in Kobe. Roger N. Christiansen, president of the Washington State International Trade Fair (and a Regional Export Expansion Council leader), will greet the Japanese business community at Kobe.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

Maurice H. Stans
Secretary

Rocco C. Siciliano
Under Secretary

Robert McLellan
Assistant Secretary for Domestic and International Business

Harold B. Scott
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

Americo A. W. Favale
Director of Graphics

Annual subscription $20.00 ($6.25 additional for foreign mailing). Single copy 40 cents. Price of index issue varies. Domestic subscribers desiring airmail service must submit $28.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any U.S. Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for U.S. Government periodicals.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

Whatever the destination, and whether by sea, as shown—or by land or air—exports are likely to meet a variety of regulations as they cross the borders to become imports for our customers. License requirements and exchange and quota controls set up by more than 140 countries around the world are summarized on pages 2-8.

Oct. 5, 1970
Volume 76
Number 33

International Commerce

Published biweekly by the
BUREAU OF INTERNATIONAL COMMERCE

Special Report

More than 140 countries' import rules summarized, pages 2-8

Attention Remained on Trade Bill in September 9
Monthly report on steps affecting world trade summarizes actions by Congress, Treasury, Tariff Commission, others

African Hospital Construction Expands Rapidly 15
Development provides opportunity for U.S. contractors and consultants, and prospects for medical equipment, pharmaceutical sales

United Kingdom Seeks Inflation Cure 23
New Government wants to slow price increases before launching program to spur economic activity

Competitive Position of U.S. in Pakistan Slips 25
Easier credit terms offered by others, bilateral accords cut into our suppliers' market share

MISCELLANEOUS—Secretary Stans to address Foreign Trade Convention 12
Foreign Direct Investments Office amends rules on added allowables 12
New 'E' and 'E' Star flags fly over four firms 13
Five missions—one specialized—going abroad soon 14
Foreign affiliates of U.S. firms plan big capital outlays 19
TRADE FAIRS, CENTERS—Graphic arts equipment to be shown in Sydney 20
Office, business equipment display in Bangkok draws customers 21
WORLDWIDE BUSINESS OUTLOOK—Taiwan economy expands rapidly 27
Guyana Government's economic policies spark business uncertainty 29
Private sector in Ceylon awaits Government policy guidance 31
FOREIGN GOVERNMENT ACTIONS—Brazil modifies import procedures 33
National monopoly controls Algeria's machinery imports 34
U.S. OVERSEAS PROMOTIONS—Thirty shows, missions taking applications 35
INVESTMENTS, LICENSING OPPORTUNITIES—Leads offered for producers 39
WORLD TRADE OPPORTUNITIES—NATO issues tender for generator 42
NEW BOOKS AND REPORTS—UNCTAD/GATT issues directory of associations 52

XUM

World import regulations are listed for exporters

Review summarizes latest import and exchange regulations applied by over 140 governments

Prepared in the Office of International Regional Economics

Import license and exchange permit requirements, as of September 1970, of more than 140 foreign governments are summarized below.

Countries are listed alphabetically under five regional groupings.

Many countries do not permit import of foreign goods without import licenses, which must be obtained by the buyer. Such licenses are imposed largely to control the flow of trade for balance-of-payments reasons.

Where an open general license system is in effect, it customarily means that no specific license is needed for individual imports.

Quotas may be used in conjunction with import licenses, restricting imports to a definite quantity of certain classes of goods for a specified period. Quotas usually are allocated to individual countries or groups of countries, or a global quota may be set up on a first-come, first-served basis.

Many countries require the importer to obtain an exchange permit for foreign currency to pay for the import. In some of these countries, foreign exchange controls take the place of import licenses. These controls may be imposed to conserve exchange for purchase of those imports considered essential, or to apportion available exchange among importers.

Foreign exchange controls

In these cases, the foreign government assumes control over all foreign exchange arising from the country's exports, with power to release it to importers desiring foreign means of payment for imports.

In cases where both import licenses and exchange permits are called for, some countries provide for the automatic release of the necessary foreign exchange when granting the import license.

The import license must sometimes be granted before goods can be ordered, and the exchange permit, when required, must also be obtained before the importers can make payment. U.S. exporters are urged to make certain before shipping that the foreign importer has obtained the required license, and they should insist on being furnished the identifying number or symbol of the permit.

The regulations listed below apply primarily to goods of U.S. origin and to other goods payable in U.S. dollars. They update a tabulation of world import and exchange permit requirements published in INTERNATIONAL COMMERCE, August 18, 1969.

More detailed information on licensing and exchange control regulations of individual countries is published in the Overseas Business Reports (OBR) series entitled *"Foreign Trade Regulations of (country)*," available for 15 cents each, from Commerce Department Field Offices and from Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. For convenience, the number of each current OBR covering foreign trade regulations of a country is included if available.

AUSTRIA—Majority of imports liberalized. Only small number of agricultural items require prior application for import licenses. Licenses normally valid for six months; may be extended for justifiable reasons. No separate exchange permit required. OBR 68-69.

BELGIUM—No import license necessary, except for a small number of products. Licenses usually granted freely, where required, and are valid for four months. No separate exchange permit required. OBR 68-108.

BULGARIA—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

CZECHOSLOVAKIA—Practically all imports are made by government agencies according to plan and do not require an import license or an exchange permit.

DENMARK—Import licenses required only for limited list of nonliberalized products. License usually issued for 12-month period. No separate exchange permit required. OBR 67-92.

FINLAND—Import license required only for a limited list of nonliberalized products. License usually valid for six months. No separate exchange permit required. OBR 67-68.

FRANCE—Ordinarily no import license necessary, except for limited number of mainly agricultural products, with licenses valid generally for six months. After a "banking domiciliation" is established (only for amounts over $450), foreign exchange is made available. OBR 70-40.

GERMANY, FEDERAL REPUBLIC OF, including WEST BERLIN—No import license necessary except for certain agricultural products; a few nonagricultural items also require licenses but these are freely granted. Licenses normally valid for six months. No separate exchange permit required. OBR 68-30.

GERMANY, SOVIET ZONE, including Soviet sector of Berlin—Import license necessary; Government agencies responsible for securing own permit. Exchange permit required, but import license automatically provides for allocating necessary foreign exchange.

GREECE—No import license necessary except for specified items, including rice, motor vehicles, automotive chassis and bodies, used clothing, textiles, machinery and spare parts, precious metals and articles thereof. No exchange permit required; but applications for foreign exchange must be registered with authorities. Bank of Greece approval required for goods imported under AID authorization. OBR 69-25.

HUNGARY—Import license necessary; im-

porting Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

ICELAND—Import license not necessary for items on extensive free list. For all other items import license required; usually valid for six months. Exchange permit required, except for free list imports. OBR 64-107.

IRELAND—Import licenses required only for a few products. License normally valid for 3 to 12 months. Exchange permit not required, except for importations from United States exceeding £2,000 ($4,800) for each transaction. OBR 69-78.

ITALY—Import licenses required only for a limited number of items. Licenses generally valid for six months. No exchange permit required. OBR 68-40.

LUXEMBOURG—Import licenses required only for small number of products. Licenses usually granted freely, are valid for four months. No separate exchange permit required. OBR 68-108.

MALTA—Import licenses required for relatively few items. Licenses usually valid for eight months.

NETHERLANDS—No import license necessary, except for a small number of products. Validity period of import licenses usually conforms to delivery terms of sales contract and may be extended. No separate exchange permit required. OBR 69-41.

NORWAY—Import license required only for a limited list of nonliberalized products. Validity period usually indicated on license. No separate exchange permit required. OBR 69-83.

POLAND—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

PORTUGAL, including the AZORES and MADEIRA—Import licenses necessary but are granted automatically for most products. Valid for three months and can be extended for three months. The import license also serves as an exchange permit. OBR 66-61.

ROMANIA—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

SPAIN, including CANARY ISLANDS—Import license not necessary except for nonliberalized products. The import license also serves as an exchange permit. License generally valid for six months. OBR 68-85.

SWEDEN—Import license required only for certain agricultural products. No separate exchange permit required. Validity period usually indicated on license. OBR 69-74.

SWITZERLAND—No import license necessary except for a few agricultural products. No exchange permit required. Licenses generally valid for three months. OBR 69-22.

UNION OF SOVIET SOCIALIST REPUBLICS—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for necessary foreign exchange.

UNITED KINGDOM—Import licenses not required except for a limited number of products, for example: grapefruit, grapefruit juice, orange juice (except unpasteurized frozen concentrate), fresh apples and pears, and cigars. Licenses valid up to one year but usually issued for six months. Exchange permits required only for import transactions valued over £2,000 ($4,800) routinely issued. OBR 68-83.

YUGOSLAVIA—A fairly complicated system involving strict control over foreign exchange allocations and licensing. However, many items may be freely imported. OBR 68-89.

The next issue: a new magazine

The appearance of *Commerce Today* is just ahead. The Department of Commerce's new magazine that incorporates *International Commerce* and looks ahead to developments in business and technology from 20 different agencies within the Department will be inaugurated Oct. 19.

This is the final issue of *International Commerce*. Subscribers will be placed automatically on the subscription roster for *Commerce Today*, and will receive the new magazine through the remainder of their current subscription period. Renewals will continue at the current rate of $20 annually. Extensions are being made to subscription renewals to compensate for the recent reduction in frequency of issue from weekly to bi-weekly.

Readers will find all of the familiar news and service features of *International Commerce* in the new *Commerce Today*. Coverage will be expanded to include business-targeted reports on Commerce Department activities in such fields as economic affairs, regional economic development, minority enterprise, maritime fleet renewal, weather control, global travel promotion, and the use of new census data.

ARGENTINA—Import license and exchange permit not required; specified motor vehicles and internal-combustion engines prohibited. All duties reduced by 15% to 30% c.i.f. since devaluation to 4 pesos = US$1. Prior deposit of 40% c.&f. @ 180 days required, but more than 80% by value of imports exempt. Payments exceeding US$20,000 for capital goods imports must conform to Central Bank financing requirements. OBR 69-20.

BARBADOS—Import licensing required for a number of fruits and vegetables, meats, dairy products, fats and oils, feeds and meals, spices, soaps and detergents, plastic articles, and clothing. Licenses are valid for six months. Foreign exchange generally available. OBR 67-18.

BOLIVIA—Import permits (valid for 180 days) required for a number of food products, chemical products, machinery and other miscellaneous products. Prohibition of imports competing with Bolivian industry, include such items as butter, ham, soaps, candles, men's outer wear, shoes, hats and some aluminum articles. No exchange controls. OBR 69-36.

BRAZIL—Import licensing required for most commodities under a license titled "Guia de Importacao." The importer obtains the "Guia" upon registration with the Foreign Trade Department of Banco do Brasil (CACEX). "Guias" have a validity period of 180 days. Foreign exchange for imports may be purchased from Banco do Brasil or any other authorized bank. For imports subject to customs duties of less than 50% and for those not requiring a license, exchange contracts may be closed after customs clearance. For all others, exchange contracts must be closed prior to the issuance of the "Guia." OR 69-53.

BRITISH COLONIES, n.e.s.—Import license periodically required for vegetables and flower imports into Bermuda. All imports into Bahamas must have import license as a formality. Leeward Islands, Windward Islands, British Honduras, and minor Colonies, Protectorates and Trusteeship Territories do not require import license except on limited list of items such as gold bullion, fireworks and explosives, arms and ammunition, fats and oils, soaps, sugar, rice, eggs, footwear, preserves, and citrus products. Foreign exchange generally available.

CANADA—Import license necessary only for butter; butterfat; cheddar cheese, colby

cheese and cheese other than these two that is imported for further processing; coffee; dry casein and caseinates; dry buttermilk; dried skim milk; sugar, including molasses and syrup; wheat, oats and barley and certain processed products of these grains; natural gas; radioactive and fissionable materials, isotopes, and equipment for production, use, or application of atomic energy and goods of Rhodesian origin. Import of alcoholic beverages requires Provincial licenses. Used automobiles manufactured before year in which importation is sought, used aircraft, oleomargarine, and butter substitutes and spreads cannot be imported. Licenses valid for one to six months depending on the product. No exchange permit required. OBR 70-20.

CHILE—Import registration receipt required and goods not appearing on list or supplementary list of permitted imports are assumed to be prohibited. A number of such prohibited goods may be allowed entry into the free port of Arica and Provinces of Magallanes, Aysen, and Chiloe. Import license or a copy of Deposit Receipt from the Chilean Bank is required for all "controlled" shipments. Actual prior deposit is generally zero, however, except in certain cases, especially of items that compete with domestic products, which are subject to a 10,000% prior deposit. This may be used for payment of import duties when goods have cleared customs. Exchange for imports available at official bankers' rate. Futures available for all goods. Exchange cover not legally available for at least 50 days after date of bill of lading. Exchange permit not required. OBR 70-18.

COLOMBIA—Prior import registration and license required for most imports. Imports of certain locally-produced and luxury goods prohibited. Prior import deposit, from 1 to 130% of f.o.b. value, prerequisite to registration. Exchange certificates may be purchased upon granting of purchase authorization. Exchange deposit of 95% of f.o.b. value must be made 20 days in advance. OBR 67-46.

COSTA RICA—The Central Bank sells exchange at the official exchange rate for imports on an eligible list, primarily petroleum, machinery and foods; all other transactions are made in the free exchange market. Prior registration is necessary for the importation of most pharmaceutical products and prior approval (subject to presentation of a sanitary certificate) is necessary for the importation of foodstuffs, live animals, plants, seeds. OBR 67-65.

DOMINICAN REPUBLIC—No general system of import licensing. All imports subject to exchange controls imposed by the Central Bank. Luxury type goods granted exchange only when importation is financed by letters of credit. Prepayment of 80% of estimated import duties required on 51 categories of foodstuffs and manufactured consumer goods. Some products are subject to special licensing requirements. Import prohibition imposed until June 30, 1971, on numerous consumer goods, as well as jukeboxes, billiard tables and balls, car batteries, artificial flowers, wire for electrical use, rubber and neolite soles, sanitary paper napkins, and unbleached cotton fabrics. Other consumer goods made subject to import quota until June 30, 1971, of 60% of imports from July 1966 to June 1967. OBR 68-99.

ECUADOR—Import license required for virtually all goods. Importation of many luxury and non-essential items prohibited. Licenses valid for 180 days for imports from Western Hemisphere (longer in some special cases) and carry right to foreign exchange. Subsequent to exchange unification and devaluation of Aug. 16 (25 sucres = US$1), monetary stabilization surcharges were eliminated but duties on List II (non-essential) imports were raised by 20% c.i.f. and prior import deposits were set to be reduced from their present levels (3.2% to 364.5% depending on import category and credit terms) by 20% and 10% for Lists I and II, respectively; required prepayment of duties remains at 40% and 80%, respectively. OBR 70-42.

EL SALVADOR—Exchange licenses required on all imports from outside the CACM are granted through the Exchange Control Department of the Central Bank. Licenses must be obtained before orders are placed abroad. A prior deposit requirement of 25% is applicable to all imports. OBR 67-65.

FRENCH WEST INDIES—(Includes Martinique, Guadeloupe and French Guiana). Foreign trade restrictions applicable to imports into these areas are similar to those of France, with the exceptions of the following import restrictions: live animals, meats, fish, dairy products, fats and oils, coffee, tea, spices, products of the milling industry, meat and fish powder. There is a general overseas tax of 7% on most goods and a value added tax ranging from 4% on foodstuffs to 15% on jewels, motor vehicles and televisions. OBR 69-50.

GUATEMALA—Exchange licenses, which are granted freely, are required for all payments in foreign exchange. Certificates of purity are required on all imports of foodstuffs or additives for human consumption. OBR 67-65.

GUYANA—Open General License sufficient for most goods except meats, dairy products, oils and fats, toys and some grains, fruits, vegetables, chemicals and manufactured goods, which require specific licenses. Licenses are valid for seven months. Foreign exchange generally available. OBR 66-64.

HAITI—No general system of import licensing. Import licenses required on certain products such as butter and margarine, rice, shoe polish, cotton cloth, old papers. Prohibited importations are Christmas trees, used clothing, rags, hats, shoes, household linens and furnishings. Government monopoly also controls imports of tobacco, matches, soap, detergents, cosmetics, various foodstuffs, hardboard, cellotex, plywood, formica, corrugated roofing materials, textiles, tires and tubes, cement, and various agricultural chemicals and household appliances. OBR 70-24.

HONDURAS—Import licenses are not required but import permits are necessary for pharmaceuticals, arms and ammunition, and the like. Exchange permit not required. OBR 67-65.

JAMAICA—Import license required on growing list of items including clothing, electrical equipment, fish, poultry, pork, footwear, fats and oils, motor vehicles, plastics, paints, furniture and materials, preserves, light metal, textile manufactures, and household wares. Foreign exchange automatically issued by commercial banks except for items requiring specific import license on which approval must be obtained from Exchange Control Authority. OBR 67-94.

MEXICO—Import license valid for 90 working days required for extensive list of articles. Exchange permit not required. OBR 69-16.

NETHERLANDS ANTILLES—Import licenses valid for six months required for all goods except a fairly extensive list of commodities for common consumption. No exchange

U.S.'S TOP TRADING PARTNER, Canada requires import licenses only for a variety of food products, natural gas, or radioactive materials. No foreign exchange permits are required.

permit required for commodity imports. OBR 70-2.

NICARAGUA—Imports subject to prior registration, valid for one year. Fines are levied on goods shipped before import authorization is granted. OBR 67-65.

PANAMA—Import permits required for salt, milk and milk products, tomatoes and tomato products, flour, eggs, chickens, certain other agricultural products, cotton plush, various medicinal ointments, wire screen and its substitutes, washing powders and detergents, steel rods and bars, and certain other products. No exchange controls. OBR 67-84.

PARAGUAY—Import license not required. In addition to basic duties and additional tax for most items, all imports subject to exchange surcharge ranging from 8% to 32% of c.i.f. value with the exception of petroleum imports (10%) and wheat, agricultural tractors, and imports included in the LAFTA National Lists (free). Many imports are subject to prior deposit of 100% of f.o.b. value in local currency, returnable after 120 days. Exchange permit not required. OBR 66-95.

PERU—Foreign exchange certificate system in effect. Foreign exchange for imports may be bought at the certificate rate if original shipping documents are registered with a Peruvian bank for approval before delivery. All other transactions take place on the fluctuating draft market. The surcharge of 10% on the c.i.f. value of imports, formerly collected at time of foreign exchange purchase, is now collected as a customs surcharge. An extensive list of luxury or non-essential goods are prohibited importation. OBR 68-104.

SURINAM—Import licenses, valid for 90 or 180 days, which guarantee access to foreign exchange, required on virtually all items. OBR 70-39.

TRINIDAD and TOBAGO—List of import restrictions expanding as result of efforts toward self-sufficiency in manufactured goods. Specific import licenses required for large number of commodities, including meat, poultry, cereals, feeds, fruits, fats and oils, crude and partly refined petroleum, soaps and cleansers, tires and tubes, most textile garment and paper products, many furniture items, and selected metal manufactures and appliances. Foreign exchange almost always available, but applications must be made to the Ministry of Finance for all commercial shipments. OBR 65-33.

URUGUAY—Import licenses are required for all imports. Imports are subject to prior deposits ranging from 150% to 400% of c.i.f. value when the amount of such exceeds specified percentages of their past import patterns. Prior deposits for LAFTA imports range up to 200%. OBR 68-79.

VENEZUELA—Most merchandise may be imported free of licensing restrictions. Licenses are required, however, on most food products and a range of other products which compete with Venezuelan manufactures. Commercial invoices are now required on all commercial imports, as of Feb. 1, 1970, however, and there is a low tolerance for error in import documents. Single exchange rate of 4.5 bolivares to $1 applicable to all imports, except powdered skimmed milk and unmilled wheat, which enjoy effective rate of 3.35 to $1. Exchange permits not required. OBR 69-52.

ALGERIA—Import license required for a number of products which are subject to import quotas. Licenses valid for three to six months and cannot be renewed or extended. Most imports require exchange permits. OBR 64-122.

BOTSWANA—Import licenses necessary except for commodities on Free List or goods of minor value (for example, samples, gifts under one rand—U.S. $1.40—in value) on Exempted List. Most capital goods, industrial raw materials, maintenance spares, consumable stores, and certain consumer goods licensed freely on basis of "reasonable requirements," provided these commodities are not available in South Africa. Issuance of import licenses for vehicles, assembled or unassembled, strictly controlled. "Consumer requirements" are subject to quotas. Licenses issued during any calendar year are valid for shipment up to March 30 of following year. Once license has been issued, acquisition of foreign exchange from an authorized bank is assured. OBR 68-33.

BURUNDI—Import license required for all imports and is valid for six months. Granting of license assures release of foreign exchange.

CENTRAL AFRICAN CUSTOMS and ECONOMIC UNION—Central African Republic, Congo (Brazzaville), Gabon, and Cameroon—Import license required for non-EEC and non-franc zone countries. Exchange Office visa necessary on license, issuance of which assures release of foreign exchange. Licenses, valid for six months from date of issuance of exchange visa, renewable for two periods of three months each for non-capital goods and for three periods of six months each for capital goods. OBR 64-98.

CHAD—Import license required for imports from non-EEC and non-franc zone countries. Exchange office visa necessary, issuance of which assures release of foreign exchange. Licenses are valid for six months from date of issuance of exchange visa and are renewable for two periods of three months each for consumer goods and three periods of six months each for capital goods. OBR 64-98.

CONGO (Kinshasa)—Import license required for only a small number of commodities. Most goods enter freely. Foreign exchange guaranteed provided importer files Declaration of Imports with National Bank following placing of order abroad. Issuance of licenses, where required, is on a four month basis. OBR 68-6.

DAHOMEY—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for six months and renewable twice for periods of three months each for consumer goods and three times for periods of six months each for capital goods. Exchange authorization required, but issuance of license usually carries right to foreign exchange. OBR 70-16.

ETHIOPIA—Import license not required, but exchange license must be obtained from the National Bank of Ethiopia before payment can be authorized. Validity of exchange permit generally restricted to 90 days but in some cases may be extended. OBR 66-12.

FRENCH TERRITORY OF AFARS and ISSAS—No import license necessary except for certain drugs. Exchange permit not required.

GAMBIA—Most goods imported under Open General License; a few excepted items require a specific license. Licenses usually valid for one year. Exchange authorization required, but license usually carries right to foreign exchange.

GHANA—Specific import licenses required for most goods except for a few miscellaneous commodities which may be imported under Open General License. Licenses, normally valid for six months or one year, carry right to foreign exchange. OBR 66-77.

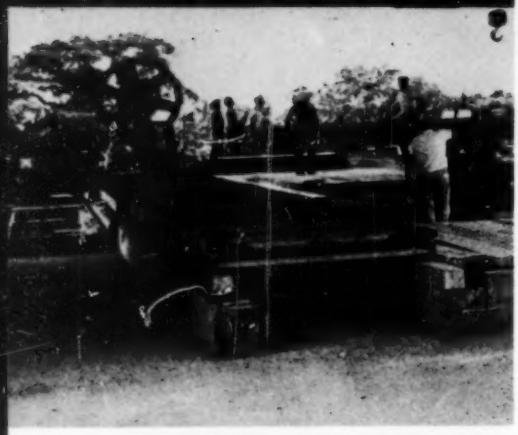
GUINEA—Imports are strictly controlled and require licenses, with very few exceptions. Import licenses assure release of foreign exchange, but imports from U.S. generally not approved if same articles are available from countries which have trade agreements with Guinea.

IVORY COAST—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for six months and renewable twice for periods of three months each for consumer goods and three times for periods of six months each for capital goods. Exchange authorization required, but issuance of license usually carries right to foreign exchange. OBR 70-16.

KENYA—Commodities imported under Open General License or a specific import license, valid from date of issue until end of calendar year. Exchange permit issued by an authorized bank is required, but granting of license usually guarantees release of foreign exchange. OBR 66-40.

LESOTHO—Import licenses necessary except

XUM



SEE GUATEMALA ENTRY on page four to find out what import rules apply to products used by this sawmill in the densely-wooded interior.

for commodities on Free List or goods of minor value (for example, samples, gifts under one rand—US $1.40—in value) on Exempted List. Most capital goods, industrial raw materials, maintenance spares, consumable stores, and certain consumer goods licensed freely on basis of "reasonable requirements," provided these commodities are not available in South Africa. Issuance of import licenses for vehicles, assembled or unassembled, strictly controlled. Consumer goods not licensed under "reasonable requirements" are subject to quotas. Licenses issued during any calendar year are valid for shipment up to Mar. 30 of the following year. Once license has been issued, acquisition of foreign exchange from an authorized bank is assured. OBR 68-33.

LIBERIA—Import license necessary for only a few items. Exchange permit not required. OBR 64-90.

LIBYA—Most items imported under Open General License but some require a specific license. For goods originating in United States, licenses are valid for six months and may be extended for three months. Longer periods of validity may be granted for imports of industrial or agricultural machinery. Foreign exchange automatically allocated for licensed imports. OBR 65-29.

MALAGASY REPUBLIC—Import licenses, based on global quota, required for goods from United States. Licenses are valid for six months and usually are issued in March and September. Two successive extensions of three months each may be granted. License assures release of necessary foreign exchange. OBR 68-82.

MALAWI—Import license required. Goods admitted with either an Open General License or a specific license, usually valid for six months. License carries right to foreign exchange. OBR 68-2.

MALI—Imports subject to import licenses issued in accordance with government import program that assigns quotas for each import commodity. Licenses valid for six months and in exceptional circumstances renewable for an additional three months. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange. OBR 70-16.

MAURITANIA—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for six months and renewable twice for periods of three months each for consumer goods and three times for periods of six months each for capital goods. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange. OBR 70-16.

MAURITIUS—Most imports from non-sterling area sources are subject to specific import licensing. Most goods from sterling area enter under Open General License. Specific licenses usually valid for one year. Exchange authorization required but licenses generally carry right to foreign exchange.

MOROCCO—Imports divided into two groups: those which may be imported freely and those which require a specific import license when imported from any country. Licenses, valid for six months, usually carry right to foreign exchange. OBR 68-102.

NIGER—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for six months and renewable twice for periods of three months each for consumer goods and three times for periods of six months each for capital goods. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange. OBR 70-16.

NIGERIA—Some imports admitted under Open General License but most consumer goods require a specific license. Exchange authorization required, but issuance of license usually guarantees release of foreign exchange. Period of time for which each individual license is valid is stated thereon. OBR 69-14.

PORTUGUESE OVERSEAS PROVINCES, including ANGOLA, MOZAMBIQUE, and PORTUGUESE GUINEA—Imports from United States subject to licensing and prior registration with Foreign Commerce Board. Licenses normally granted only for items deemed essential and not available from Portugal or any of its overseas provinces. Licenses usually valid for 90 days and may be extended if application stating reasons for extension is filed before expiration date. Exchange permit required but license normally assures release of foreign exchange. OBR's 67-4, 66-85.

RWANDA—Import license necessary. Valid for six months from first of month following date license is stamped with exchange visa. Licenses for goods considered essential to economy carry right to foreign exchange. Licenses granted for other goods do not include official allocation of exchange.

SENEGAL—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities and usually only for those not available within the franc zone. Licenses valid for six months and renewable twice for periods of three months each for consumer goods and three times for periods of six months each for capital goods. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange. OBR 70-16.

SIERRA LEONE—Many items admitted under Open General License, but most consumer goods subject to a specific license. Licenses usually valid for one year. Exchange permit required, but normally readily granted for legitimate trading transactions. OBR 67-28.

SOMALI REPUBLIC—Import licenses required on most products and are valid for four months. If goods are imported under letters of credit licenses are valid for six months. Exchange authorization is required. OBR 67-30.

SOUTH AFRICA, REPUBLIC OF, including SOUTH WEST AFRICA—Import licenses necessary except for commodities on Free List or goods of minor value (for example, samples, gifts under 1 rand—U.S. $1.40—in value) on Exempted List. Most capital goods, industrial raw materials, maintenance spares, consumable stores, and certain consumer goods licensed freely on basis of "reasonable requirements," provided these commodities are not available in South Africa. Issuance of import licenses for vehicles, assembled or unassembled, strictly controlled. Consumer goods not licensed under "reasonable requirements," are subject to quotas. Licenses issued during any calendar year are valid for shipment up to Mar. 30 of following year. Once license has been issued, acquisition of foreign exchange from an authorized bank is assured. OBR 68-33.

SOUTHERN RHODESIA—Import licenses required and are presently issued only for the most essential commodities due to limited foreign exchange. Issuance of license assures release of foreign exchange. (In view of the current situation in Southern Rhodesia, U.S. businessmen planning to do business with that country may wish to contact the Department of Commerce or their nearest Field Office for information.)

SUDAN—Goods considered essential for economic development or consumption and other miscellaneous items can be imported under Open General License. Goods which compete with locally produced commodities or are considered luxuries admitted only under a specific import license. Automobiles with a c.i.f. value exceeding 500 Sudanese pounds (1 Sudanese pound = US $2.87) are not licensed, except with special permission. Licenses, valid for three months, may be extended if justifiable reasons are given at least three weeks before expiration date. Exchange authorization required, but license usually assures release of necessary foreign exchange. OBR 66-63.

SWAZILAND—Import licenses necessary except for commodities on Free List or goods of minor value (for example, samples, gifts under 1 rand—U.S. $1.40—in value) on Exempted List. Most capital goods, industrial raw materials, maintenance spares, consumable stores, and certain consumer goods licensed freely on basis of "reasonable requirements," provided these commodiues are not available in South Africa. Issuance of import licenses for vehicles, assembled or unassembled, strictly controlled. Consumer goods not licensed under "reasonable requirements," are subject to quotas. Licenses issued during any calendar year are valid for shipment up to Mar. 30 of following year. Once license has been issued, acquisition of foreign exchange from an authorized bank is assured. OBR 68-33.

TANZANIA—Some commodities imported under Open General License but most consumer goods require a specific import license. Licenses normally valid for six months. Issuance of license usually assures release of necessary foreign exchange. OBR 66-40.

TOGO—Import license required. Valid for six months, but can be renewed twice for periods of three months each for consumer goods and three times for periods of six months each for capital goods. Exchange authorization necessary, but import license usually carries right to foreign exchange. Licensing does not favor franc zone goods. OBR 70-16.

TUNISIA—Import license required. For importation of certain capital goods and raw materials considered essential there are no quantitative restrictions, and issuance of license is usually assured. Such items are known as liberalized goods. Nonliberalized commodities, subject to quotas or a special import program, are more strictly licensed. Many nonessential items require advance deposits ranging from 25 to 100% before license is issued. Licenses usually valid for six months. Exchange authorization required, but issuance of license usually assures release of necessary foreign exchange. OBR 65-56.

UGANDA—Import license not required for importation of most goods into Uganda. Other goods require a specific import license which is valid for 6 months. Banks are authorized to make payment for imports in any currency on production of proof by importer in Uganda as to value of goods and that they have been or will be imported. OBR 66-40.

UPPER VOLTA—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for six months and renewable twice for periods of three months each for consumer goods and three times for periods of six months each for capital goods. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange. OBR 70-16.

ZAMBIA—Import license required. Goods are admitted with either Open General License or a specific license, usually valid for six months. License carries right to foreign exchange. OBR 67-20.

ABU DHABI—Import license or exchange permit not required except for alcohol and alcoholic beverages and firearms. OBR 67-67.

AFGHANISTAN—Import license not required for most imports, but declaration or customs permit must be obtained from Afghan border officials or trade agents abroad. Imports of certain non-essential items prohibited. Official exchange rate (Afghanis 45=US$1) applies only for certain essential requirements of Treasury. Exchange for imports (except under bilateral agreements) obtained in free exchange market (rate currently about Afs. 83 to $1). Bilateral exchange rate about Afs. 55 to US$1. OBR 68-13.

BAHRAIN—Neither import license nor exchange permit required except for firearms, ammunition, alcohol, and alcoholic beverages, which require special permit. Importers must be registered with government. OBR 67-67.

BURMA—Foreign trade is nationalized. All importing is by Government agencies, mostly through open tenders, although some purchases are by direct negotiation. Foreign exchange allocations not announced publicly. Foreign exchange drawn automatically for authorized imports. OBR 68-92.

CEYLON—Imports require a license. New government has not yet issued its detailed import policy.

CYPRUS—Import license required for certain locally produced items and commodities covered in bilateral agreements. All others may be freely imported. Exchange permit granted automatically for authorized imports. OBR 70-17.

DUBAI—Import license or exchange permit not required except for alcohol and alcoholic beverages and firearms. OBR 67-67.

INDIA—Import license required for all goods except Government imports, certain AID-financed spare parts which are on special general license, and a few items on open general license. Government prohibits or restricts imports of goods produced domestically. Licenses usually valid for one year. Capital goods licenses may be valid up to two years. Exchange permit issued automatically for authorized imports. OBR 69-35.

IRAN—Import licenses not required, but many commodities require prior governmental approval and numerous items are "unauthorized" for import. Payment of 4% registration of order fee required on all imports except investment goods imported under Law for Attraction and Protection of Foreign Investment. All imports except unprocessed raw materials and machinery require advance deposits of 40% or 100%. Commercial imports restricted to holders of "trade card" issued by Tehran Chamber of Commerce. OBR 69-38.

IRAQ—Import license, issued by Directorate-General of Imports in accordance with annual import program, required for all private imports. Prohibited items include evaporative air coolers, used earth-moving, road and agricultural machinery, used trucks and buses, and tobacco. The importation of jute, sugar, tea, automobiles, and certain medical supplies is a government monopoly. Validity period of licenses varies from 6 to 12 months.

ISRAEL—Relatively few items still subject to administrative import restrictions. In value terms, 32% of 1969 imports entered without licensing (Free List) and another 62% under automatic licensing. Licenses, where required, are normally valid for 9-12 months. Exchange permit is granted automatically for authorized imports. OBR 69-44.

JORDAN—Import license and exchange permit required for all commercial imports with few exceptions. Licenses normally valid for 1 year but may be extended. OBR 69-15.

KUWAIT—Commercial imports restricted to holders of Open General License—that is, Kuwait nationals and firms only. Specific licenses required for firearms, munitions, pork, poisons, and alcoholic beverages. No exchange permit required. OBR 69-77.

LEBANON—Import license not required except for certain commodities likely to compete with local products and certain machinery items. No exchange permit required for any imports.

MUSCAT and OMAN—Neither import license nor exchange permit required.

NEPAL—Import license required for all except Government imports. Exchange permits are issued automatically for authorized imports.

PAKISTAN—Import licenses required for all authorized imports except government imports, imports from Iran and items on the Free List. Imports under the semi-annual (Jan.-June and July-Dec.) licensing policies are allowed under differing conditions specified in various import lists. Import licenses valid for six months. Exchange permits issued automatically for authorized imports. OBR 70-14.

QATAR—Importation restricted to Qatari nationals and companies. A general license is valid for all types of goods except alcoholic beverages and firearms, which require special permits. OBR 67-67.

XUM

SAUDI ARABIA—Neither import license nor exchange permit required. OBR 69-49.

SOUTHERN YEMEN—Neither import license nor exchange permit required.

SYRIA—Import license and exchange permit are required for commercial imports. A number of items are prohibited or restricted and a wide range is subject to import quotas. Some commodities, including tires, tractors, textiles, pharmaceuticals, fertilizers, and motor vehicles, may be imported only by State Trade organizations. Licenses are valid for six months for private sector and one year for public sector and made-to-order machinery.

TRUCIAL STATES—Import license or exchange permit not required except for alcohol and alcoholic beverages and firearms. OBR 67-67.

TURKEY—Import licenses are required for all imports. For imports of goods on the Free List, a cash guarantee deposit of from 45-60% of the amount of the foreign exchange applied for is required depending upon the priority of the item to be imported. For imports on the Quota List, the guarantee deposit is 25% for importers and 10% for industrialists. Licenses are normally valid for six months but may be extended. OBR 69-45.

UAR (Egypt)—Exchange for imports allocated among economic sectors in annual foreign exchange budget. Imports of less essential items and goods produced domestically prohibited or restricted. Imports generally made through 13 state-owned commercial companies supervised by Commodity Boards under direction of Ministry of Economy and Foreign Trade; direct imports also made by government agencies and state-owned industries. Central bank authorizes commercial banks to draw foreign exchange for approved convertible currency import transactions. OBR 69-81.

YEMEN—Neither import license nor exchange permit required.

AUSTRALIA—Import license not necessary except for these items: unwrought aluminum, aluminum waste and scrap, used or second-hand earthmoving and excavating machinery and materials handling equipment, used four-wheel drive vehicles (excluding public-service type), certain knitted outer garments. Licenses valid for one year. Exchange permit not required. OBR 68-38.

CAMBODIA—SONEXIM, State trading agency, imports on basis of a simple import declaration countersigned by Cambodian Bank of Commerce. Agency carries out all import operations in conformity with a National Import Plan established by Government for each calendar year. Bank of Commerce releases foreign currency and maintains strict control over nonessential imports. There is a special high exchange rate for luxury imports. Trade associations, private firms, Government agencies must submit request for imports to SONEXIM.

HONG KONG—Import licenses necessary only for dutiable, strategic, dangerous, and restricted goods; relatively few items affected. Licenses valid for six months. Exchange permit required for the following: individual shipments valued over U.S. $24,000, imports of diamonds and ships, goods imported specifically for reexport, goods for which payment is required in advance of shipment. OBR 69-80.

INDONESIA—No licenses are required for imports but letters of credit are required for all imports except imports made through the general entrepot; personal effects or gift parcels up to $100 in value; and special imports permitted by the Department of Trade, such as goods for foreign investment projects, samples or exhibition material, or household effects. Unitary rate—currently Rp. 378 per U.S. dollar—applies to all trade and invisible transactions except imports under foreign aid program loans for which preferential rate of Rp. 326 per U.S. dollar currently applies. About ten items are prohibited mainly to protect domestic industry or encourage local assembly. OBR 68-53.

JAPAN—Import license necessary but readily available for majority of items. Certain items require import quota allocation certificate from Ministry of International Trade and Industry prior to issuance of import license by foreign exchange banks. For other items, only import licenses required—automatically granted by banks. License, valid for six months, carries right to foreign exchange. OBR 65-11.

KOREA—Goods imported into Korea fall into the following three groups: (1) "Import-Banned" goods including processed foods, apparel, certain paper wares, and some luxury items; (2) "Import-Restricted" items which require prior approval by the appropriate Ministry and licensing to obtain foreign exchange; and (3) Automatic Approval items which are freely importable. Advance import deposits, ranging up to 150%, required for most imports. Exchange certificates required for all foreign exchange expenditures, except transactions of less than $50 and P.L. 480 imports. OBR 69-85.

LAOS—Two types of import financing: (1) Imports financed by foreign aid from Australia, the United Kingdom, Japan, France and the U.S.; and (2) all other imports for which the local importer supplies own foreign exchange. Import license and exchange permit required for first category; import license guarantees exchange permit. No import license or exchange permit required for second category.

MALAYSIA—Most goods freely importable under Open General License. Minimal specific licensing requirements for health, safety, and security protection. Also, small number of products subject to license and quota restrictions to protect local industry; this control gradually being eliminated in favor of tariff protection. Exchange permit not required. OBR 67-35.

NEW ZEALAND—Approximately two-thirds, by value, of country's private imports now exempted from licensing. Exchange permit not required. Import licenses usually issued on a licensing year basis and, unless cancelled, are available for importation of the specified goods at any time during year. Licenses cease to be valid after end of year, but can be extended. Extensions granted only for special reasons such as shipping strikes or other emergencies. OBR 68-42.

PHILIPPINES—Generally, no import license is needed. However, a wide range of consumer goods imports are banned to protect domestic industry. In addition, for balance of payments purposes, certain capital goods imports require prior approval by the Central Bank before foreign exchange will be issued. Imports may be financed by letter of credit or on 180-day D/P or D/A basis. OBR 67-75.

SINGAPORE—Most goods freely importable under Open General License. Minimal specific licensing requirements for health, safety, and security protection. Also, small number of products subject to license and quota restrictions to protect local industry; this control gradually being eliminated in favor of tariff protection. Exchange permit not required. OBR 67-73.

TAIWAN—Import licenses liberally granted for items on permissible list. Items on controlled list may be imported only by factories or end-users, and applications for imports are carefully screened and licensed restrictively. Import licenses, valid for six months, may be renewed for six months if necessary. Exchange permit required but generally automatic with issuance of import license. Import deposit of 25% of c.i.f. value required for all imports, except those authorized on deferred payment or consignment basis; inside export processing zone effective rate is 20%. OBR 64-89.

THAILAND—Import control applied to about 30 items, the import of which is either prohibited or authorized only under specified conditions; other items may be freely imported without license. Validity periods for licenses based on three geographic designations, with six-month period applicable to licenses for imports from Western Hemisphere, Europe, and Australasia. OBR 69-13.

VIET-NAM, Republic of—Import license necessary. Exchange permit required but import license carries right to foreign exchange. Two sources of import financing: U.S. aid and Government of Viet-Nam. OBR 64-49.

Trade Act of 1970 held official attention in September; House action now due in mid-November

No new quota bills introduced in Congress during month; Tariff Commission, Treasury, Agriculture, Transportation units active

This article is another in a series of monthly reports outlining actions in Congress or elsewhere in Government, or by foreign or international bodies, affecting world trade, as noted by the Bureau of International Commerce's Office of Commercial and Financial Policy.

In September, much attention in foreign trade circles was focused on the progress of the trade bill reported out of the House Ways and Means Committee in August. Following consideration by the Rules Committee, the bill was cleared for floor action under a closed rule, but is not scheduled to be taken up by the House before the week of Nov. 10.

CONGRESS

Action on the Trade Bill (HR18970): On Sept. 24, the House Rules Committee, by a vote of 8-7, reported the proposed Trade Act of 1970 (see this column, Sept. 7) to the House floor with a closed rule as requested by Chairman Wilbur Mills of the House Committee on Ways and Means. This procedure, peculiar to the House, permits no amendment of the bill during debate on the House floor. However, one motion would be permitted to recommit the bill to the House Rules Committee. The action followed three days of hearings during which Rep. Gibbons, one of the dissenting members of the Ways and Means Committee, introduced a resolution seeking a modified rule which would have permitted certain specified amendments to the bill: (1) an amendment to strike section 104—which would preclude the President from using increased duties to adjust imports under the national security provisions; (2) amendments to exempt all textile and footwear articles from quota provisions of Title II; (3) an amendment to strike Title IV—the DISC proposal; and (4) amendments approved by a majority of the Ways and Means Committee.

Meanwhile, Senator Hollings has introduced the text of the Trade Act of 1970 into the Senate as amendments 924 and 925 to HR 16311, the family assistance plan, and HR 17550, the social security bill. The amendments were referred to the Senate Finance Committee.

Floor Action on Trade-Related Legislation: On Sept. 21, the Senate passed S. 3942, which provides for inspection of all livestock products imported into the United States, after accepting an amendment to exempt from inspection livestock products from countries having inspection standards equal to those of the United States. The bill further provides that the cost of the inspection program be defrayed by charges set by the Secretary of Agriculture and levied by the Commissioner of Customs.

Also during September, the Senate passed HR 15424, amending the Merchant Marine Act of 1936 and containing provisions that would require all articles, materials and supplies used in connection with a vessel built with construction-differential subsidy to be, so far as practicable, U.S.-made (see this column, Sept. 7). As the Senate version of the bill differs significantly from that passed by the House, the Senate requested a conference to which the House has agreed.

Other Committee Actions on Trade Legislation: Hearings on S. 4268, to amend the Export-Import Bank Act in order to facilitate greater expansion of exports, were concluded on Sept. 17 by the Subcommittee on International Finance of the Senate Committee on Banking and Currency. In the House, the General Subcommittee on Labor of the Committee on Labor concluded hearings on HR 17596, which contains provisions to deal with the impact of imports on employment (see this column, June 15). Finally, the Livestock and Grains Subcommittee of the House Agriculture Committee held public hearings on legislation similar to a bill passed by the Senate (see above) which would provide for thorough health and sanitation inspection of all livestock products imported into the United States. The proposed legislation consists of four identical bills (HR 17444, HR 17537, HR 17972 and HR 18453).

Bills introduced: By the end of September, the total number of bills related to international trade introduced in this ses-

Firm gets first import-injury loan

Emil J. Paidar Company, a Chicago barber chair firm, has received the first trade adjustment loans approved for U.S. firms being injured by import competition. The Small Business Administration is providing two loans totaling $2.05 million, while an insurance industry pool is furnishing $2.075 million more.

The loans were approved under Section 7(e) of the Small Business Act which gives SBA authority to make loans to firms suffering economic injury from foreign trade competition as outlined in the Trade Expansion Act of 1962.

The first loan, for ten years, is a $1.05 million SBA direct loan to provide the firm with working capital. The second SBA loan is for 25 years and provides $1 million toward the purchasing of land, constructing and equiping a new factory, at a total cost of $3.075 million. The insurance pool is providing $2.075 million, secured by a first mortgage. Although SBA's authority to make trade adjustment loans was enacted in 1962, this is the first application the agency received.

In a similar case, Commerce Secretary Maurice H. Stans recently announced that ASG Industries, a manufacturer of sheet glass, has become the fourth firm certified to apply for such adjustment assistance. In addition to Paidar, the Estey Piano Co. and the Benson Shoe Co. had been certified previously.

ASG Industries applied to the Commerce Department for certification of eligibility following President Nixon's recent decision to authorize extension of adjustment assistance to firms in the sheet glass sector of the flat glass industry.

Secretary Stans has stated that the Commerce Department stands ready to assist all eligible firms to prepare proposals which will materially contribute to their economic adjustment. In addition to loans, adjustment assistance may also take the form of technical and tax assistance.

XUM

sion of Congress approximated 885, of which 590 were quota bills. Twelve trade-related bills, none of which were quota proposals, were introduced during September. S. 4310 (Gore—Tenn.) would assist in alleviating the shortage of coal and electrical energy by removing provisions of the income tax laws which are conducive to restricting the supply thereof, by temporarily relieving the TVA from certain repayment obligations, by imposing export controls on coal, and by preventing monopoly of the sources of energy.

In the House, HR 19391 (Mills—Ark. and Byrnes—Wis.) would amend the Tariff Act of 1930 to grant the transferee of merchandise in bonded warehouses the right to administrative review of customs decisions.

The remaining ten bills were similar to previously introduced legislation. HR 19113 (Myers—Ind.) would provide duty-free entry for a carillon for Indiana University. HR 19065 (Vanderjagt—Mich.), HR 19174 (Brademas—Ind.), HR 19210 (Gray—Ill.), and HR 19352 (Lujan—N. Mex.) would regulate the importation, manufacture, distribution, storage and possession of explosives, blasting agents and detonators. HR 19166 (Patman—Tex.), HR 19272 (Widnall—N.J.), and HR 19382 (Hanna—Cal.) would amend the Export-Import Bank Act to facilitate the expansion of exports. Finally, HR 19167 (Rogers—Fla.) would prevent the movement in interstate and foreign commerce of "sored" horses, and HR 19233 (Hansen—Idaho) would amend the Federal Meat Inspection Act to provide for more effective inspection of imported meat and meat products and to prevent the importation into the United States of diseased, contaminated or unwholesome meat.

TARIFF COMMISSION

New Import Injury Investigation: The Tariff Commission announced on Sept. 25 the initiation of an investigation to determine whether, as a result in major part of trade-agreement concessions, articles like or directly competitive with plain, woven fabrics wholly or in chief value of cotton or man-made fibers produced by Arista Mills Co. of Winston-Salem, N.C., are being imported into the United States in such increased quantities as to cause or threaten serious injury to the firm. Hearings have been scheduled for Oct. 13. This investigation is the thirteenth initiated as the result of a petition by a firm under provisions of the Trade Expansion Act.

Dumping—Japanese Tuners: On Sept. 16 the Tariff Commission held a hearing to determine whether the domestic tuner manufacturing industry is being or is likely to be injured, or is prevented from being established, as the result of imported modular tuners from Japan, which the Secretary of the Treasury has determined are being, or are likely to be, sold at less than fair value (see this column, Aug. 10). If the Tariff Commission finds injury to the domestic firm resulting from imports sold at less than fair value, special dumping duties would be assessable on entries of Japanese modular tuners for which dumping margins exist. Appraisement has been withheld on these imports since Apr. 16.

Unfair Import Competition—Meprobamate: Announcing receipt of a complaint filed by Carter-Wallace, Inc., of New York City, the Tariff Commission initiated a new investigation of alleged unfair methods and unfair acts in the importation of meprobamate. A preliminary inquiry into the complaint, which alleges patent infringement by at least seven importers, has been instituted to determine whether full investigations are warranted, and whether temporary exclusion orders should be recommended to the President pending outcome of full investigations.

Information pertinent to the preliminary investigation may be submitted for consideration by the Commission no later than Oct. 19. Such information should be sent to the Secretary, United States Tariff Commission, 8th and E Streets, NW., Washington, D.C., 20436—where a copy of the complaint is also available for public inspection. An additional copy of the complaint is available for public inspection at the New York office of the Tariff Commission.

OTHER AGENCIES

Treasury—Dumping of Whole Dried Eggs from Holland: On Sept. 17 the Treasury Department issued a dumping finding with respect to whole dried eggs from Holland. A determination of sales at less than fair value within the meaning of the Antidumping Act of 1921 had been made by Treasury on Apr. 21. On July 31 the Tariff Commission ruled that an industry in the United States is being injured by reason of the importation of whole dried eggs from Holland sold, or likely to be sold, at less than fair value. During the period Jan. 1, 1969-June 30, 1970, whole dried eggs valued at approximately $750,000 were imported from Holland.

Treasury—Withholding of Appraisement on Aluminum Electrolytic and Ceramic Capacitors from Japan: Since Sept. 9, Bureau of Customs field officers have withheld appraisement on all imports of aluminum electrolytic and ceramic capacitors from Japan pending a determination as to whether this merchandise is being sold at less than fair value within the meaning of the Antidumping Act of 1921, as amended. Under this Act, the Secretary of the Treasury is required to withhold appraisement whenever he has reasonable cause to believe or suspect that a foreign exporter is selling in the United States at prices below those in his home market.

A final Treasury decision will be made within three months. If the Treasury determines that sales at less than fair value have occurred, the case will be referred to the Tariff Commission which would then consider whether the American industry has been injured. Both dumping margins and injury must be shown to justify a finding of dumping under the law.

During the period Jan. 1, 1968-May 1, 1970, aluminum electrolytic and ceramic capacitors worth about $9,637,000 were exported to the U.S. from Japan.

Treasury—Countervailing Duties on the Sugar Content of Certain Australian Articles: The Treasury Department has announced that, for administrative reasons, it will publish quarterly instead of monthly the countervailing duties to be imposed on the sugar content of certain articles from Australia. According to the U.S. countervailing duty statute in section 303 of the Tariff Act of 1930, the additional duties must equal the net amount of the bounty or grant bestowed upon exports to the United States. The rates of bounties or grants bestowed by the Australian Government on the exportation of approved fruit products and other approved products containing sugar (T.D. 54582) during the months of April, May and June amounted to Australian $81.10, $76.50, and $82.10 per metric ton of sugar content, respectively. Countervailing duties on the sugar content of these articles from Australia have been in effect since 1923.

Treasury—"Monterey" Cheese: Based on Food and Drug Administration analyses indicating that cheese imported from New Zealand labeled "Monterev" is misbranded and should be labeled "Cheddar cheese," the Bureau of Customs is reviewing the practice of classifying "Monterey" cheese from New Zealand under the provision for "other cheese and substitutes for cheese"—TSUS 117.85 dutiable at 14% ad valorem and subject to the quota limitations for "other cheese" in TSUS 950.10D. Revision would make the product dutiable under TSUS 117.15 at 15% ad valorem and subject to the quota for "cheddar cheese" under TSUS 950.08A. Approximately 1.5 million pounds of the merchandise in question entered the United States between January 1969 and July 1970.

Treasury—Customs Court Act of 1970: The Customs Court Act of 1970, designed to simplify and expedite Customs Court procedures with respect to protests of

Trade policy: expansionist, realistic

A U.S. international commercial policy that assists continued expansion in the levels of world trade, but recognizes today's realities and difficulties is the goal of the Administration at this time, a high Commerce official has told the St. Louis World Trade Conference.

Robert McLellan, Assistant Secretary of Commerce for Domestic and International Business, declared that such a policy "must be defined not for the past—but for the future."

"It must recognize," he said, "that the economist's concept of offsetting job losses in lower technology industry by big job gains in high technology industry is frequently frustrated by today's immediate transfer of new technology to low labor/high productivity countries abroad. In short, we want to be progressive—but we must be realistic."

After describing some of the restrictions that face U.S. businessmen in the Common Market countries and in Japan, he said "it should be obvious that there can only be free trade in the world if other markets are kept as open to our products as our markets are to theirs."

McLellan summed up his comments on current trade proposals by saying: "No one in this Administration, as a matter of principle, wants quotas except in a very few cases affecting national security and special agricultural products. In problem areas, we would much prefer voluntary arrangements with other countries through which competitive disadvantages can be recognized and through which time to adjust to change can be made available. But if our efforts to find cooperation result instead in continuing abnormal highs and rapidly increasing levels of shipments into the U.S. market there can be little alternative but to take the practical steps necessary to moderate import growth."

valuation and classification of imported products, went into effect Oct. 1. Among its features, the Act provides that: (1) both the Bureau and Court of Customs will consider classification and duty valuation complaints at the same time; (2) the Customs Bureau can determine alleged appraisement errors without consulting the Court; (3) importers will have 90 rather than 60 days to protest Customs decisions; (4) the Bureau will have a maximum of two years in which to negotiate settlements with importers; (5) the Court will require filing fees ranging from $5 to $15 for Customs protests; and (6) decisions of the Court will be made by one judge rather than the present three judges. At present, there is a backlog of more than 400,000 cases.

Transportation Department — Hazardous Materials Regulations: During September, the Hazardous Materials Regulations Board proceeded with the revision of regulations concerning the transportation of hazardous materials (see this column, Sept. 7). Proposals to develop classification tests for corrosive materials were published in the Sept. 4 issue of the *Federal Register*. The proposed tests, which will be used to determine when a material is to be considered sufficiently corrosive as to present a significant transportation hazard, are open to comment by interested persons until Dec. 2. Comments should be submitted in duplicate to the Secretary, Hazardous Materials Regulations Board, Dept. of Transportation, 400 Sixth St., S.W., Washington, D.C. 20590.

In addition, public hearings were held on Sept. 29 to consider the proposed rules governing the transportation of combustible liquids (other than flammable liquids) having a flash point at or below 200 degrees F. or having a temperature above their flash point during transportation. These proposals, which appeared in the Feb. 21 *Federal Register*, are also open to comment until Oct 30 (see above).

Department of Agriculture—Fruit and Vegetable Import Regulations: During September the Department of Agriculture announced revised minimum grade and size requirements for red and white potatoes, Persian-type limes, white and pink seedless grapefruit, and yellow onions. The revisions, effective Sept. 7, 14, 21 and 26, respectively, were made under section 8e-1 of the Agricultural Marketing Act of 1937, as amended. That law requires that for specified commodities to be imported, they must meet the same requirements as commodities shipped under marketing orders in the United States. Copies of the amended regulations are available from the Fruit and Vegetable Division, Consumer and Marketing Service, U.S. Dept. of Agriculture, Washington, D.C. 20250.

Department of Agriculture—Coffee Import Regulations for Puerto Rico: To reduce the threat of introducing injurious coffee rust disease discovered for the first time in South America during January, the Department of Agriculture has revised the regulations regarding imports of coffee into Puerto Rico. The coffee quarantine regulations, which prohibit movement of unroasted coffee bean samples and used coffee sacks into Puerto Rico from abroad, are administered by the Agricultural Research Service Plant Quarantine Division as part of a broad program to keep out of the United States destructive foreign plant and animal pests and diseases.

Office of Emergency Preparedness: Fuel Situations for Winter 1970-71: As part of a program involving efforts by industry, labor, consumers, and State and local governments, as well as the Federal Government, the Office of Emergency Preparedness announced on Sept. 29 several measures to assure the adequacy of fuel supplies and thereby to moderate the increase of prices for the winter. Action is being taken to: (1) continue the importation through calendar year 1971 into the East Coast (District I) of an average of 40,000 barrels per day of No. 2 fuel oil, with up to 80,000 barrels per day concentrated in the first quarter heating season; (2) exempt natural gas liquids from the Canadian crude oil quota limitations; (3) permit the importation of liquefied petroleum gas from the Western Hemisphere; (4) permit topping of imported crude oil used for fuel into District I (East Coast) if all of the topping is used for fuel; (5) permit topping of crude oil imported for fuel overland from Canada and the use of such topping product for fuel or for reexport to Canada; (6) relax restrictions on viscosity requirements of crude oil used for burning; and (7) permit transportation of oil from Canada by waterway. In addition, OEP will keep the situation under observation and prepare further measures if necessary.

INTERNATIONAL

Foreign Antidumping Investigations: U.S. products were subject to two foreign antidumping investigations which were in progress during the month of September. The United Kingdom's Board of Trade initiated an investigation upon a complaint of alleged dumping of moving dolls' eyes of U.S. origin. In Canada, the Department of National Revenue began an investigation of charges that certain U.S.-origin needles and syringes were being dumped into the Canadian market. Under the GATT rules, compensating antidumping duties may be levied if it is determined that the export price is less than the fair market price in the exporting country and that such dumping causes or threatens injury to a domestic industry.

XUM

Stans' talk will wind up national trade convention

Secretary of Commerce Maurice H. Stans will address the World Trade Dinner concluding the 57th National Foreign Trade Convention Nov. 18 in New York.

Secretary Stans was a keynoter at last year's convention. He was the featured speaker at the 50th Anniversary dinner of the International Trade Club of Chicago. He has addressed other groups in the U.S., Europe, the Far East, Africa and Latin America on world trade issues.

Names of three luncheon speakers have also been announced by Robert M. Norris, president of the National Foreign Trade Council, which has sponsored the trade forum since 1914.

They are Professor Edwin O. Reischauer of Harvard University, former U.S. Ambassador to Japan. Jean-Luc Pepin, Canada's Minister of Industry, Trade and Commerce, and Jacques G. Maisonrouge, president of IBM World Trade Corp.

Brooks McCormick, president of International Harvester, who is chairman of the national convention committee, will deliver the keynote speech at the opening session Nov. 16.

Robert McLellan, Assistant Secretary of Commerce for Domestic and International Business, and Harold B. Scott, Director of the Bureau of International Commerce, are also among the convention speakers.

More than 2,000 American businessmen, foreign diplomats and educators are expected to attend the three-day meeting.

Michigan hosts seminar on starting in exporting

"Getting Started in Exporting", a seminar sponsored by the Institute for International Commerce, University of Michigan, will be held Oct. 12-13 at the Campus Inn Hotel in Ann Arbor. Sessions will cover where and how to prepare for exporting, payment procedures, pricing techniques and problems arising from international trade.

Among the eight scheduled speakers will be Henry LeBlanc of the Commerce Department's Detroit Field Office. Tuition is $120. Write: Frixos G. Massialas, Institute for International Commerce, Graduate School of Business Administration, University of Michigan, Ann Arbor, Mich. 48104 (313-763-1387).

North Africa review

Economic conditions and business prospects in North Africa will be reviewed by the American-Arab Association for Commerce & Industry, Inc., at a conference Oct. 27 in New York City.

Participating in the conference will be officials from the Department of State, the Department of Commerce, and the Export-Import Bank, the Association reports.

Firms with current or potential interest in North African markets—Algeria, Libya, Morocco, Tunisia—may inquire directly from the American-Arab Association, Suite 1701, 505 Fifth Ave., New York, N.Y. 10017.

OFDI amends rules on added allowables

The Commerce Department's Office of Foreign Direct Investments (OFDI) forwarded to foreign direct investors on Sept. 11 revised instructions for applications for specific authorization for investment allowables over and above those permitted under the basic Foreign Direct Investment Regulations. The new memorandum supersedes one sent to direct investors May 26.

The revised instructions contain two new provisions, one relating to the alternative earnings allowable authorized for foreign direct investors, and the other pertaining to capitalized exploration relief.

The change relating to the earnings allowable permits direct investors who elect the Section 504(b) earnings allowable to obtain on a showing of need specific authorizations whereby they may use a portion of their Schedule A allowables in Schedules B and C, and/or a portion of their Schedule B allowable in Schedule C. Under the basic Regulations, the use of the Section 504(b) earnings allowable is limited in any one scheduled area to 30% of the previous year's earnings in that area.

The provision for capitalized exploration relief is designed to permit companies that capitalize exploration expenditures to obtain specific authorizations to mitigate in part the divergent accounting practices of companies involved in exploration.

The revised instructions contain a number of other provisions, including a more detailed explanation regarding specific authorizations for merchandise export credit relief.

New York institute plans fall trade course schedule

The International Study and Research Institute in New York City has released its fall schedule of courses, briefings and executive luncheons.

Courses consisting of from four to six weekly lectures will deal with International Development—People and Institutions; Case Studies of Current Issues in International Economics; Living and Working Abroad—The Challenge of International Service; and Africa's Development Prospects.

Three-day seminars will be held on International Communications—Experience and Lessons, and a basic orientation program for foreign bankers.

Briefings will cover Inflation and Currency Values (Oct. 15) Australia's Mineral Wealth and Investment Potential (Oct. 22); Changing Japanese-American Relations (Nov. 5); American Property Rights Overseas (Nov. 12); The Euro-Dollar Market—Uses and Abuses (Nov. 24); American Mergers and Acquisitions in Europe (Dec. or Jan.); The Role of Private Enterprise in Latin American Development (Dec. 3); Foreign Takeover of Companies in the United States (Jan. 12); and International Insurance—an Enigma (Jan. 19 or 26). Sessions are held at 4 West 43rd St., New York 10036.

Executive luncheons, which are held at the Harvard Club, will review U.S. Trade Policies and Their Effects at Home and Abroad, and Economic Nationalism versus International Corporations.

Write: Arno Huth, ISRI, 41 Central Park West, New York 10023 (212 TR7-8628).

Foreign traders' exams set for Nov. 14 in 34 cities

The American Association for International Executives will administer foreign trade examinations in 34 cities on Nov. 14. The exams, which aim to give professional standing to business personnel, will be offered in the areas of documentary specialist, export management, traffic management, forwarding and air forwarding.

For study materials and further information, **write:** American Society of International Executives, 734 Land Title Building, Broad and Chestnut Sts., Philadelphia, Pa. 19102. Tel. (215) 563-8887.

ACCEPTING AN "E" AWARD for Hordis Bros. Inc. is Robert C. Hordis, above left, from Philadelphia Field Office Director Henry Dempsey. On the right, the

Freedco Products "E" Star flag is held by firm head Herbert Friedman, New York Field Office Director Arthur C. Rutzen and Marvin Gromis of Freedco.

New 'E' and 'E' Star flags fly over four firms

"E" citations have recently been presented to four American companies for their exporting activities. "E" awards, Presidential acknowledgment of increased exports by a firm over a three-year period, went to Hordis Bros., Inc., Pennsauken, N.J. and Kerr Manufacturing Co., Romulus, Mich. Freedco Products, Inc., Long Island City, N.Y. and Senco Products, Inc. of Cincinnati were recipients of "E" Stars, citations for continued achievements in exporting to firms with "E" awards.

Hordis Bros., which entered exporting in 1962, exports tempered safety glass. Hordis supplies approximately 25% of Volkswagen's requirements of this glass for use in the sidelites of cars made by the German firm for export to the U.S. Hordis has since negotiated contracts for windshields and door windows. Kerr, which entered exporting in 1890, markets dental products and maintains a plant in Italy. Kerr is now embarked on a five-year plan to increase its foreign sales by a minimum of 250%. Distributors are now located in Europe, Latin America, Africa, and the Middle and Far East.

Auto and truck spare parts and tools are manufactured by Freedco, and Senco produces pneumatic tools, fasteners and parts.

OHIO REPRESENTATIVE ROBERT TAFT, JR., in center of bottom left photo, presented an "E" Star to Senco Products. Taft is flanked by company president George Juilfs, left, and William Tillinghast. With Kerr's "E" flag, right, are Berrien Ketchum of Kerr and Detroit Field Office Director Frank A. Alter.

Missions go abroad early this month to seek markets

Three States and Puerto Rico schedule departures Oct. 3, 7

Four trade missions—from three States and the Commonwealth of Puerto Rico—have been scheduled to depart for various overseas markets during the first week in October.

For two of the States, their current missions are "firsts" under the Commerce Department's industry-organized Government-approved (IOGA) trade missions program. The other two organizing entities are "repeaters."

► A Florida reverse-investment mission —promoting investment in the United States—is visiting areas around Munich, Stuttgart, Frankfurt, Duesseldorf, and Hamburg Oct. 3-18. Although IOGA missions have been sent abroad by several local Florida business groups, this is the first to be organized by the State itself.

► Also promoting investment in the United States, Ohio's first IOGA mission is talking with investors in Germany, Netherlands, Switzerland, Belgium, France, and the United Kingdom Oct. 3-14. As in Florida, local IOGA missions have been organized: a group from the Columbus area Chamber of Commerce at present is on a three-week business tour in Korea, Taiwan, Singapore, and Thailand, with several members stopping in Indonesia; last spring, the Greater Cleveland Growth Association sent a mission to Spain, Italy, and West Germany. In addition, with the cooperation of the Commerce Department, the Buckeye State has sent abroad four mobile trade fairs.

► Representatives of several industries in Alabama, under the auspices of the Regional Export Expansion Council, are meeting with manufacturers, exporters, and importers in Tokyo, Hong Kong, Sydney, and Auckland Oct. 3-24. This is Alabama's sixth trade mission.

► Topping all the State "repeaters," Puerto Rico will be rounding out an even dozen IOGA missions when its current group takes off for Haiti Oct. 7.

For IOGA missions — organized by trade and industry associations, State export departments, local chambers of commerce, or other business groups, and approved by the U.S. Department of Commerce—members pay their own expenses and do business for the firms they represent. About half of the States have sent such missions abroad since inception of the program several years ago.

VIRGINIA'S INTERNATIONAL TRADE PROMOTION PROGRAM was reviewed recently by this group: (from left) Fred G. Kessener, director of the program; J. Frank Alspaugh, the State's industrial development director; Gov. Linwood Holton; Denis Rufin, who heads Virginia's office in Brussels, and Claus Clauson, assistant director at Brussels. The European office leaders were at Richmond consultations.

Commerce planning December tourism mission to Mexico

Applications must be submitted by Oct. 21; ten invited

Executives of companies supplying equipment or services related to the tourist industry are invited to join an official trade mission organized by the Department of Commerce to visit Mexico in December. Deadline for applications is Oct. 21.

The mission will be limited to ten members, who will pay their travel and living expenses and will do business for their own concerns. The organizational and operational costs of the mission will be covered by the Commerce Department.

A Commerce trade specialist will make advance arrangements in Mexico. Each member will be assured of a detailed program of business activities, including appointments with principal users of their products and/or services in each of the cities to be visited. A Commerce Mission Director will accompany the group.

The following products and related items and services have been identified as having sales potential in Mexico: catering equipment, fast food franchising, vending equipment, icemaking and refrigeration equipment (including air conditioners), hotel laundry and dry cleaning equipment, and recreational equipment. Also hotel planning, construction, organization and management, and resort area development are of interest.

The mission itinerary is: Guadalajara/ Puerto Vallarta, Nov. 30-Dec. 2; Acapulco, Dec. 3-5; Mexico City, Dec. 6-11. The Mexican Hotel and Motel Association is planning a national convention in Mexico City, Dec. 13-16. Mission members would have the opportunity to meet with the Association early in the convention week.

U.S. companies interested in participating or receiving additional information concerning this mission should write to the Trade Missions Division. BIC-926, U.S. Department of Commerce, Washington, D.C. 20230, or telephone collect, Samuel Cerrato, 202-967-3904.

A mission specializing in food processing, packaging, and bottling machinery visited Mexico last July. Its members reported immediate sales of $150,000 and projected orders in the next 12 months at $1 million.

Africa builds for health

Continent provides growing market for U.S. hospital builders, suppliers

By JAMES W. WILKES
Africa Division, BIC

Hospital construction in Africa, as elsewhere, is expanding rapidly. This expansion presents trade opportunities not only for the services of construction contractors and consultants, but also for U.S. suppliers of medical equipment, drugs, and pharmaceuticals. The purpose of this article is to make American businessmen more aware of the hospital construction activity going on in developing Africa and the sales opportunities that they may be missing.

Since the health of the general population is a key factor in a country's economic development through its impact on productivity, a major goal of all developing countries is to accelerate the development of hospitals and health services. Accordingly, the current development plans for practically all of the African states allocate substantial sums for improved health facilities.

Generally, import tariffs imposed by the African countries on medical supplies are lower than they are for other commodities. Although the 18 African states associated with the European Economic Community under the Yaounde Convention give preferential import tariffs to EEC suppliers, the recent 75% reduction of the Common External Tariff on pharmaceutical goods, preparations, and vaccines by the four members of the Central African Customs and Economic Union (Cameroon, Central African Republic, Congo-Brazzaville, and Gabon) provides a particularly important opportunity for U.S. suppliers of these products to step into the French-speaking African market. If U.S. firms do not enter the market created by the construction of new hospitals and the development of better health facilities in Africa, their competitors will.

Most African countries accept American pharmacopoeia on a par with those of the French or the British.

U.S. could do better

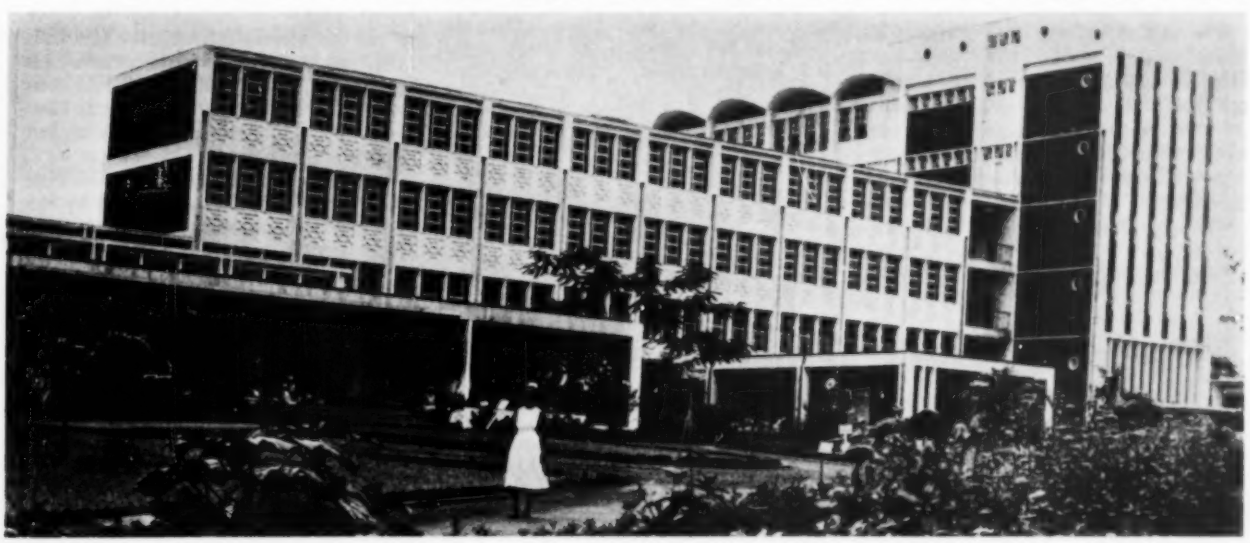
British and French construction and contracting firms have monopolized the bidding on construction awards for hospitals in Africa; U.S. firms have only begun to enter this market. Although Britain and France have also dominated the African market for drugs, pharmaceuticals, and medical equipment, American firms have managed to capture a small share of this market. In the area of drug and pharmaceutical products, the U.S. share is larger because a substantial percentage of the pharmaceutical supplies exported to Africa from Britain and France are produced by American subsidiaries.

Although proximity, and cultural, historical, and economic ties give French and British firms a definite advantage over their U.S. counterparts, expansion of health facilities in Africa is a growing market and U.S. firms can definitely compete for part of this business. This is particularly true for the larger projects which require more specialized construction techniques and equipment, and for the more advanced medical equipment, drugs and pharmaceuticals. U.S. consulting and contracting firms have an excellent reputation throughout the world and foreign demand for U.S. advanced medical equipment, drugs, and pharmaceuticals has been high. The demand for these services and products is expanding to Africa. U.S. firms should not overlook these new trade opportunities.

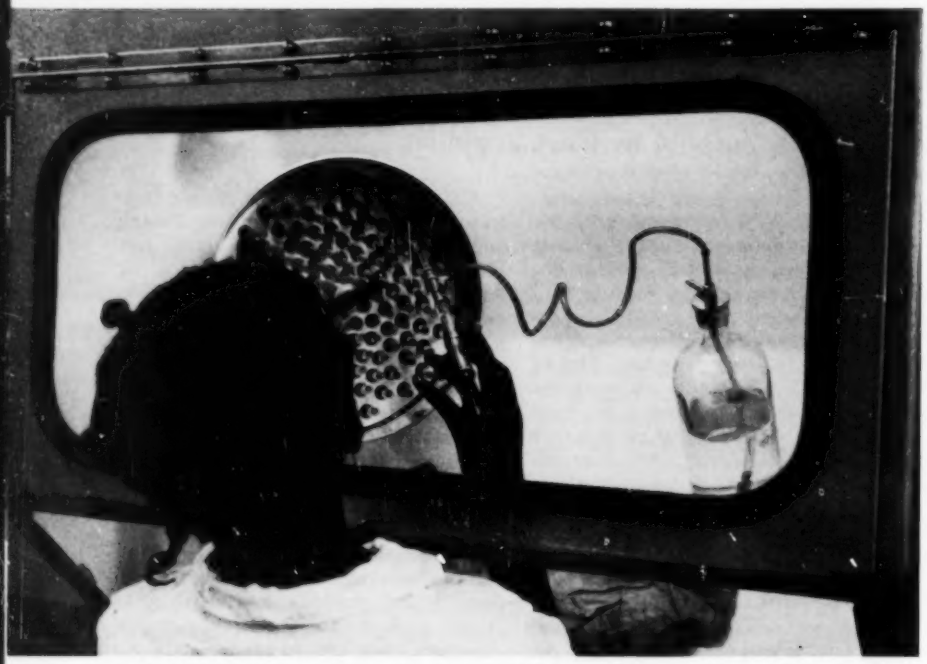
Be ready to bid

It is important for U.S. consulting and construction firms and suppliers of hospital equipment, drugs and pharmaceuticals to be ready to submit tenders when bid invitations relating to African hospital construction projects and purchases of medical equipment, drugs, and pharmaceuticals are issued. When sufficient information is available, notification of bid invitations are published by the U.S. Department of Commerce in *Commerce Business Daily* and COMMERCE TODAY. If

GHANA'S KUMASI GENERAL HOSPITAL, built at a cost of more than $10 million, reflects Africa's growing emphasis on combating the ills which impede development.



XUM



GROWING CAPACITY to use medical equipment and techniques is shown in this phase in the production of smallpox vaccine in Nigeria. U.S. sales are on the rise there. (World Health Organization Photo)

possible, however, it is advisable for interested U.S. firms to maintain some kind of local representation to advise them when new bids are pending.

The sections which follow describe hospital construction projects which are planned for the near future or are under construction, and the markets for medical equipment, drugs and pharmaceuticals in 19 African countries. It is hoped that this information will better enable American businessmen to capitalize on future bid invitations.

The majority of the trade statistics included in these sections were taken from *Market Share Reports*. These reports compare U.S. exports to a specific country with the total imports by that country from the 14 principal suppliers of a certain commodity. The Standard International Trade Classifications used for the commodity category "drugs and pharmaceuticals" are 541.1-541.99; and the classifications used for the "medical equipment" category are 726.1-2,821.02, and 861.7-861.72.

Market Share Reports may be purchased for 75¢ from Sales and Distribution, Room 2119, U.S. Department of Commerce, Washington, D.C. 20230. A descriptive *Market Share Reports Catalog*, listing reports available in both the country and commodity series, is available free of charge from the same address.

Algeria: The Algerian Development Plan (1970-73) provides for construction of four hospitals, 100 clinics, 100 dispensaries, 6 laboratories, and 10 maternity homes. The Algerian market for medical equipment, drugs and pharmaceuticals is strong and growing rapidly. Total imports by Algeria of medical equipment increased from $579,000 in 1964 to $1.7 million in 1968. U.S. exports of this commodity category to Algeria expanded from $3,000 to $12,000 in the same period. Total imports of drugs and pharmaceuticals rose from $19.8 million in 1964 to $34.4 million in 1968, while U.S. exports of these products decreased from $198,000 to $21,000. The potential of this market, however, should not be overlooked by U.S. suppliers.

Second on Africa markets

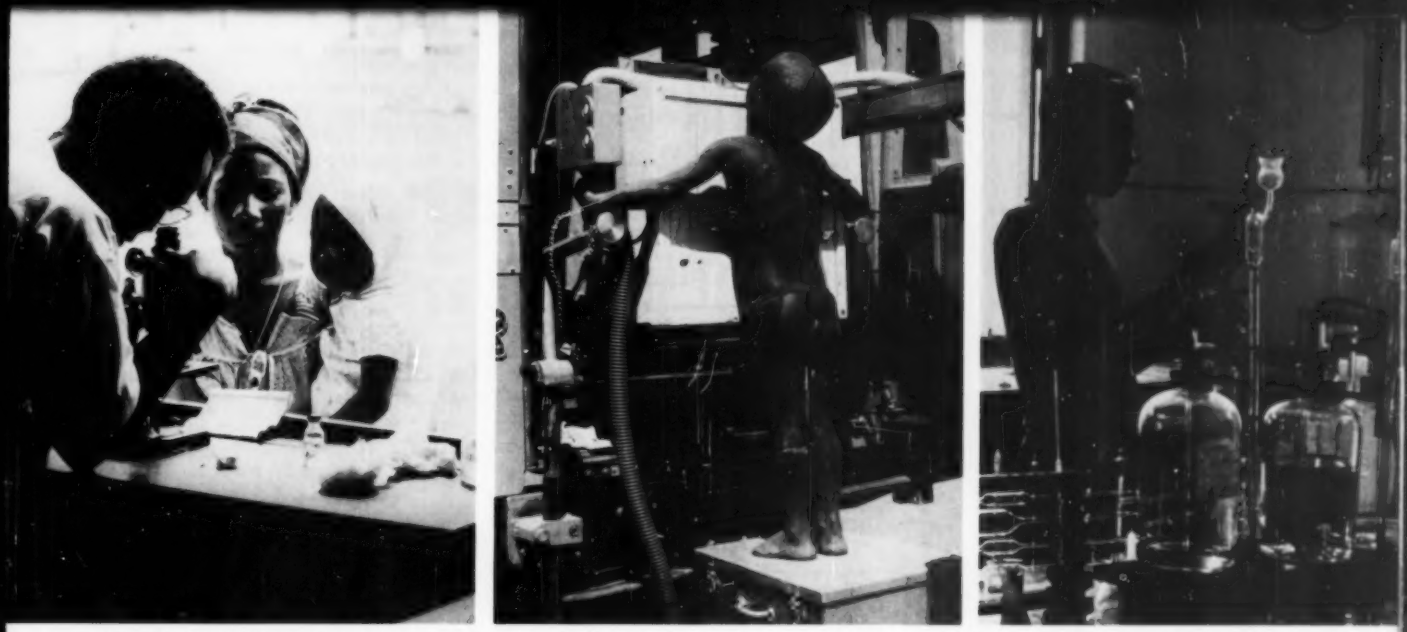
This is the second article assessing current and future American trade opportunities in African construction projects. The first examined U.S. export opportunities created by the construction of hydroelectric projects in Africa (see *International Commerce*, Apr. 13). While construction is booming in a variety of fields in Africa, this article focuses on hospital construction.

Cameroon: The Government of Cameroon hopes to enlarge the hospitals in Yaounde, Bafounan, and Garoua. Plans are also being made to construct a 200-bed hospital in Bertona. The market for drugs and pharmaceuticals is especially favorable in Cameroon because of the already noted reduction of the UDEAC Common External Tariff (CXT) by 75% on some of these products. U.S. exports of drugs and pharmaceuticals to Cameroon have fluctuated from a peak of $517,000 in 1965 to $158,000 in 1968, while total imports of this commodity category increased from $2.8 million to $4.2 million between 1964 and 1968. U.S. exports of medical equipment also increased from $8,000 in 1964 to $33,000 in 1968. Total imports of this commodity category by Cameroon grew from $208,000 to $369,000 in the same period.

Ethiopia: The greater part of the $16.4 million allocated for public health by Ethiopia's third Five-Year Plan (1969-73) will be devoted to the construction of health facilities and the purchase of medical equipment and supplies. The Duke of Harrar Memorial Hospital in Addis Ababa is under construction, and a new hospital will be built at Gode. There will also be some construction in connection with leprosariums, mental hospitals, and laboratories. While U.S. exports of medical equipment to Ethiopia rose from $42,000 in 1964 to $49,000 in 1968, total imports of this commodity category decreased from $221,000 to $195,000. Both U.S. exports to and total imports by Ethiopia of drugs and pharmaceuticals increased from $179,000 to $208,000 and $2.1 million to $2.7 million respectively in the same period.

The Ethiopian Government has recently invited bids for the purchase of medical equipment for the new 500-bed Duke of Harrar Memorial Hospital. The estimated value of all the equipment needed is $3.6 million. Interested firms should contact A. H. Embray, Duke of Harrar Hospital, P.O. Box 4412, Addis Ababa, and request bid specifications.

Ghana: Although Ghana's Two-Year Plan (1968-70) has been set aside by the new Government which took office in October 1969, it provided for a substantial amount of hospital construction. Undoubtedly, provision for some of this construction will be included in the development plan which the new Government will introduce. The former Plan called for the construction of four new hospitals and the improvement of four existing ones. A blood bank, a laboratory, and a radio-therapy unit were also to be built. In addition, plans were made to build a new mental hospital just outside Accra



ATTACKING ON A BROAD FRONT, African nations are making significant gains in overcoming many historic scourges. At left, mother and child make a routine call on a clinic, a practice which is helping to lower both infant and maternal death rates; at center, a young African steps right up to a mobile chest X-ray unit, which aids the early detection of TB; at right, water is tested for purity, to guard against waterborne diseases. (World Health Organization Photos)

at a cost of $2.4 million. Other hospital projects specifically mentioned in the Plan included a 300-bed hospital at Tamale at a cost of $4 million and a 100-bed hospital at Mampong Ashanti that will cost $1.4 million.

The ancillary market for drugs, pharmaceuticals, and medical equipment should expand in line with Ghana's emphasis on improved health centers. This is expected to be a particularly good market for all types of vaccines. U.S. exports of drugs and pharmaceuticals to Ghana increased from $193,000 in 1964 to $354,000 in 1968. Total imports of this category increased from $5.7 million to $9.7 million in the same period.

U.S. exports of medical equipment to Ghana fluctuated from $36,000 in 1964, to a high of $83,000 in 1966, to $43,000 in 1968. Total imports of this commodity declined slightly from $590,000 to $560,000 in the same period.

Ivory Coast: The Ivory Coast's current Five-Year Development Plan, which expires this year, calls for the construction of hospitals at Korhoga (270 beds), Daloa (270 beds), and Abidjan University (570 beds). A National Public Health Center will be built in Abidjan; various leprosariums are scheduled for enlargement; and existing general hospitals will receive new equipment.

U.S. exports of drugs and pharmaceuticals varied from almost nil in 1964 to $290,000 in 1967 and $149,000 in 1968. The total amount imported by the Ivory Coast climbed from several thousand dollars in 1964 to $6 million in 1968. U.S. exports of medical equipment expanded from a few thousand dollars in 1964 to $20,000 in 1967 and decreased to $11,000 in 1968. Total imports of this commodity group rose from $275,000 to $414,000 in the same period.

The Ivory Coast's booming economy and favorable climate for investment and trade enhance the opportunities for hospital-related exports by U.S. firms.

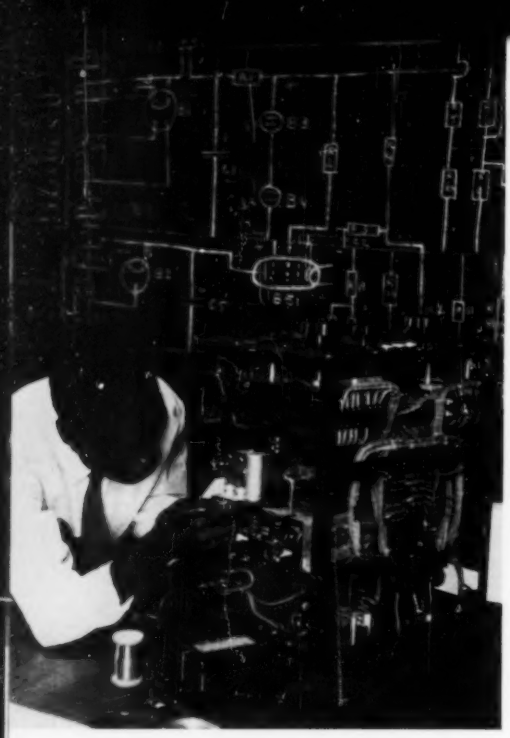
Kenya: Kenya's Development Plan (1970-74) designates $11.8 million for the extension of the Kenyatta National Hospital, $3.4 million for the construction of new hospitals, and $7 million for the extension and improvement of other hospitals. U.S. exports of drugs and pharmaceuticals increased from $201,000 in 1964 to $364,000 in 1968. Total imports of these products increased from $5 million to $5.8 million in the same period. U.S. exports of medical equipment fluctuated from $46,000 in 1964, to a high of $127,000 in 1966, to $53,000 in 1968. Total imports of this commodity classification increased from $328,000 to $549,000 in the same period. The rising demand for medical supplies combined with Kenya's sound economy and excellent commercial relations with the United States present a market which deserves close examination by U.S. firms.

Libya: Libya's One-Year Interim Development Plan (1970-71) budgets $5.4 million for medical treatment and health centers. The actual amount of planned hospital construction is unknown at this time. However, the Development Plan which was in effect prior to the change of government a little more than a year ago provided for a significant amount of new hospital construction. Between 1964 and 1968 U.S. exports of drugs and pharmaceuticals increased significantly, from a few thousand dollars in 1964 to $297,000 in 1968 and total imports of these products rose from a few thousand dollars to $9.8 million. In the same period both U.S. exports to and total imports by Libya of medical equipment decreased from $111,000 to $53,000 and $2 million to $1.5 million respectively. A market of this size deserves close examination by U.S. suppliers.

Morocco: Morocco's Five-Year Development Plan (1968-72) allocates $19.9 million to the public health sector. Of this sum, $11.7 million is for hospital equipment, particularly for use in the University Hospital Center of Rabat-Sale. Since no new hospital construction is scheduled in Morocco's Development Plan, U.S. firms should concentrate on exporting drugs, pharmaceuticals, and medical equipment to this country. U.S. exports of medical equipment to Morocco increased from $11,000 in 1964 to $68,000 in 1967 and decreased to $41,000 in 1968. Total imports by Morocco of these products jumped from $573,000 in 1964 to $728,000 in 1968. U.S. exports of drugs and pharmaceuticals declined from $11,000 in 1964 to $5,000 in 1968, while total imports of these products edged upward from $9.5 million to $9.6 million. U.S. firms should not overlook this already large and expanding market.

Nigeria: As Nigeria turns its energies

XUM



TRAINED PERSONNEL ARE CRUCIAL to the health campaigns of all developing nations. This African technician is learning to service X-ray equipment.

toward reconstruction programs, U.S. firms have an opportunity to increase exports of a variety of health-related products. The Nigerian Government has indicated a particular interest in prefabricated health facilities. U.S. exports of drugs and pharmaceuticals to Nigeria rose from $343,000 in 1964 to $1 million in 1967 and total imports of these products rose from $14.3 million to $15.4 million in the same period. U.S. exports of medical equipment also increased from $130,000 in 1964 to $417,000 in 1968 and total imports of this commodity group increased from $1.3 million in 1964 to $2.3 million in 1967.

Tanzania: Tanzania's Second Five-Year Plan (1969-74) provides for the construction of a number of new district hospitals and the replacement of three regional hospitals. The improvement of existing hospitals will include the purchase of new laboratory and hospital equipment, replacement of X-ray equipment, and modernization of kitchen and laundry facilities. A total of $13 million is allocated for health facilities for the period 1969-74. Total imports by Tanzania of drugs and pharmaceuticals rose from $1.7 million in 1964 to $2 million in 1968. U.S. exports of these products to Tanzania ranged from $209,000 in 1964 to $157,000 in 1968. Total imports of medical equipment were $241,000 in 1964 and $263,000 in 1968, while U.S. exports increased from $5,000 to $8,000. There is obvious room for expansion by U.S. firms in all of these commodity categories.

Tunisia: Tunisia's Development Plan (1969-72) provides for an increase in investment for the expansion of health facilities during the four-year period. Tunisia should also present an increasingly important market for U.S. suppliers of health-related products, particularly drugs and pharmaceuticals. U.S. exports of drugs and pharmaceuticals to Tunisia fluctuated from $5,000 in 1964, to a high of $28,000 in 1966, to $8,000 in 1968. Total imports by Tunisia of this commodity group jumped from $4.5 million in 1964 to $6.2 million in 1968.

The Pharmacie Central de Tunisie has recently issued an invitation for bids in French for the supply of drugs and pharmaceuticals. This invitation bears reference PROD/BK/RS/MPI/71 No. 19965 and calls for bids on approximately 160 items. The bid deadline is Oct. 20. Correspondence is preferred in French. Copies of the tender are available from the Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-3394).

Uganda: Uganda's Second Five-Year Plan (1966-71) calls for the construction of 23 new rural hospitals. A contract was awarded to a British firm for the construction of the first 11 hospitals at a cost of $8.1 million. The plan allocates $5.6 million for the extension, modernization, and improvement of 20 existing hospitals. A new pediatric hospital and a new radiotherapy unit are also scheduled for construction. Capital costs for all these projects are estimated at $36.4 million.

U.S. exports of drugs and pharmaceuticals have increased significantly from $5,000 in 1964 to $113,000 in 1968. Total imports of this commodity group were $800,000 in 1964 and $892,000 in 1968. U.S. firms have just begun to export medical equipment to Uganda. U.S. exports of this commodity decreased from a high of $10,000 in 1965 to $6,000 in 1968, while the total imports of this commodity category by Uganda expanded from $82,000 in 1964 to $239,000 in 1968.

American firms interested in bidding on the equipment requirements of the $22.4 million rural hospital program are advised to contact Mr. J. Woper of the Ministry of Works, Communications, and Housing, Kampala, Uganda, for further information.

Zambia: Zambia's Development Plan, which expires this year, projected total capital costs for health projects at $27.4 million for the four-year period. The bulk of this sum is for the construction of new health centers. The target of the Government is to have one health center for every 10,000 persons by 1980. In addition to the construction of health centers and the improvement of existing health centers, the Plan designated substantial amounts for leprosariums, tuberculosis services, mental ward extensions, and alterations to district hospitals.

U.S. exports of drugs and pharmaceuticals climbed from a negligible amount in 1964 to $93,000 in 1968. Total imports of this commodity jumped from $8,000 in 1964 to $1.8 million in 1968. U.S. exports of medical equipment also increased significantly from almost nothing in 1964 to $121,000 in 1968, and total imports expanded from several thousand dollars to $473,000. This is a growing market which merits serious consideration by U.S. firms.

Other prospects

A number of other African countries have also scheduled substantial allocations for hospital construction and the improvement of health facilities. These include Botswana, Chad, the Central African Republic, Lesotho, Senegal, and Togo. Although these countries generally have less developed markets than those listed above, they still provide important health-related export opportunities for U.S. firms.

Botswana's Development Plan (1968-73) provides for the expansion and improvement of six Government hospitals, a pediatrics ward for the Gaberones hospital, and surgical wards, isolation wards, and operating wards for five district hospitals. The **Central African Republic's** first Four-Year Plan, which expires this year, allocates $3 million for the expansion of the Bangui hospital. In **Chad,** the European Development Fund is financing a 432-bed hospital at Fort Archambault and a completely equipped 200-bed hospital at Abeche. **Lesotho's** Five-Year Development Plan (1967-72) earmarks $1.3 million for public health. About two-thirds of this sum is for the improvement of existing hospitals and the construction of new hospitals at Quthing and Qacha's Nek. **Senegal's** Third Four-Year Plan (1969-73) sets forth $11 million for the construction of and equipment for four new hospitals and the renovation of several existing hospitals. **Togo's** Five-Year Development Plan which ends this year, designates $5.2 million for public health, of which almost half will be spent for the improvement of five regional hospitals. A French aid package includes funds for construction of an entirely new regional hospital at Sokode, in central Togo.

Foreign affiliates of U.S. firms plan large increases in capital spending outlays through 1971

Heavy spending by manufacturing units is chief spur to expected 16% gain this year and 18% in 1971; petroleum industry lags

Foreign affiliates of U.S. corporations expect to increase their plant and equipment expenditures 16% to $12.5 billion this year and 18% to $14.8 billion in 1971, according to the Commerce Department's Office of Business Economics. Foreign plant and equipment outlays amounted to $10.8 billion in 1969, 15% above 1968.

The prediction is based on the semiannual survey conducted by OBE in June 1970, covering about 500 large U.S. investors with approximately 5,000 foreign affiliates. Heavy spending by manufacturing affiliates in the developed areas is the most important factor contributing to the high level and rapid growth of these expenditures in the 1969-71 period.

Among the most noteworthy results of the latest survey are that foreign affiliates plan to continue the steady increase in spending begun in 1969, and that they made no significant cuts in 1970 spending plans between December and June despite the extreme tightness of capital markets both here and abroad. While the previous report, which was based upon a survey taken last December, indicated that there would be a 20% increase in 1970 spending rather than 16% as now estimated, the change results from an upward revision in estimated outlays in 1969 and correction of a reporting error in the earlier estimate for 1970, rather than any real change in the affiliates' 1970 spending plans.

The largest percentage increases in plant and equipment expenditures in both 1970 and 1971 are planned for those countries for which investment controls are strictest (schedule C, comprising most of Continental Western Europe and South Africa) under the U.S. investment control program. To the extent that such expenditures can be financed by borrowing abroad, the planned outlays are not limited by the Office of Foreign Direct Investment (OFDI) program. But so far this year, borrowing sufficient amounts abroad has been difficult. Although capital markets abroad may ease later in the year, the magnitude of expenditures now planned suggests that very large yearend capital inflows into the United States may be necessary to meet OFDI requirements.

Industry pattern

Spending by manufacturing affiliates increased 18% last year to $5 billion, and manufacturing is expected to lead all other industry divisions in 1970 and 1971 with planned increases of 32% and 26%, respectively. Manufacturers plan to spend more in all major world areas, but by far the strongest expansion will be in developed areas.

Within manufacturing, affiliates in the chemical industry decreased expenditures 9% in 1969, but expect gains of 28% in both 1970 and 1971. Machinery manufacturers expect to continue in 1970 and 1971 the strong expansion begun in 1969. If expectations are realized, they will increase spending by 38% to $1.8 billion in 1970 and by a further 36% to $2.4 billion in 1971. Much of this expansion reflects spending by computer manufacturers in the European Economic Community. Manufacturers of transportation equipment plan relatively modest increases of 11% this year and 8% in 1971, following a 29% increase in 1969.

Affiliates in all other manufacturing taken together expect to raise outlays 40% this year and 30% in 1971 following a sizable 27% expansion last year. Important within the total for this group are large increases expected by primary and fabricated metal producers in the United Kingdom and Australia, and pulp and paper manufacturers in Canada.

Affiliates in the petroleum industry are the only major group expecting a reduction in expenditures this year. The indicated decline of 4% is largely due to reductions in oil field development outlays in Libya, where further reductions are expected in 1971. However, the industry as a whole expects a small rise in expenditures in 1971, as large increases are planned in Japan as well as for tankers.

Affiliates engaged in mining and smelting expect to increase expenditures 12% in 1970, a gain slightly higher than last year's, to be followed by a 26% increase in 1971 to a level of $1.5 billion. Most of the expansion planned for both 1970 and 1971 centers in Canada and Australia. Affiliates in the "other industry" category plan increases of 20% this year and next, down only slightly from the 23% rise last year.

Geographic pattern

The latest survey shows a continuation of the trend toward increased emphasis on investment in the developed areas. If current projections are realized, affiliates in Western Europe, Canada, Japan, Australia, and South Africa will account for 74% of total expenditures in 1971, up from 67% in 1968.

Following cutbacks in 1968, spending by affiliates in Europe is expanding at a high rate with much of the growth centered in the European Economic Community (EEC). Affiliates in other European countries, including the United Kingdom, increased spending 19% in 1969 to $1.7 billion and expect to add 25% in 1970, but the growth rate is expected to drop in 1971 to approximately half of that.

Led by affiliates in the petroleum industry, outlays in Latin America rose 12% to $1.9 billion in 1969. Expectations are for little change this year and a modest increase to $2 billion in 1971. The extractive industries, historically the most important in this area in terms of both the level and the growth of plant and equipment expenditures, plan to reduce spending in 1970 and to hold it level in 1971. In contrast, affiliates in manufacturing are planning increases of 7% in 1970 and 30% in 1971.

In Canada, spending increased 10% to $2.3 billion in 1969, largely due to expansion by manufacturing affiliates. Expenditures are expected to increase 16% in 1970 and 7% in 1971 to $2.9 billion.

Affiliates in "other areas" increased their expenditures 15% in 1969 to $2.9 billion. A 10% increase is expected in 1970 and 21% in 1971.

Additional details will be included in the September issue of the *Survey of Current Business*, the monthly magazine of the Office of Business Economics. The *Survey* is available from Field Offices of the Department of Commerce, or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at an annual subscription price of $9, including weekly supplements, single copy, $1.

XUM

Australian printing, graphic arts industry offering U.S. firms export opportunities

American suppliers in graphic arts field provided 34% of country's import needs in 1969; major buyers represent 2,649 establishments

Australia's printing and graphic arts industry imported $25.5 million worth of equipment last year, and is expected to increase its demands at an annual rate of 7%. The United States supplied more than a third of its needs.

To help American manufacturers display their latest products in this expanding market, the U.S. Department of Commerce will sponsor an exhibition of printing and graphic arts equipment at the U.S. Trade Center in Sydney, Mar. 15-19.

Australian buyers in the graphic arts field include 2,649 printing and stationery establishments employing 62,304 persons.

Between 1963 and 1968, the Australian graphic arts industry increased its output by 64% to reach a production level of $651 million. While this output grew rapidly, the Australian manufacturing level of printing, book binding, and related production equipment rose at a slower annual rate of 3.8%, accelerating the flow of imports of these products to an average annual increase of 7.3% in the years 1966 to 1969.

U.S. promotions list

A listing of sales opportunities for U.S. firms in 7 U.S. commercial exhibitions, trade fairs, solo displays and trade missions and 23 shows at the eight U.S. Trade Centers is presented in this issue starting in page 35.

At the same time, the high regard in Australia for the quality and technological level of U.S. graphic arts products raised the import share of American suppliers from 27% in 1967 to 34% in 1969.

Market research undertaken for the Commerce's Bureau of International Commerce, which will stage the exhibition, identifies the following products as having strong demands in Australia:

► Offset presses, phototypesetting equipment, tape perforating machines, business form presses and collators, automatic platemaking equipment, presensitized and wipe-on plates, punching machines and photographic equipment.

► Also, rotary, slot, and rotary and slot perforators; inserters and labeling machines; stitchers, folders, and gatherers; electronic paper cutters; collators of all types; wrapping and typing equipment; printing plates; automatic and electronic controls for presses and binding equipment; chemical and coating solutions.

Commerce will launch a major market development campaign to attract buyers, key industry executives and trade association officials to the Sydney show.

International demand for the latest in graphic arts equipment is reflected in the sales results of several recent Commerce Department exhibitions in this field.

In an all-U.S. exhibit of printing and graphic arts equipment in Mexico City in May, 33 exhibitors wrote orders totaling $2.2 million and projected additional sales to reach $6.9 million within a year.

Last March, at the U.S. Trade Center in Paris, 31 exhibitors of printing and bookbinding equipment made $760,000 in floor sales and predicted first-year sales of $6.3 million. Seven of the exhibitors were new to the French market.

Following a February 1969 exhibition of graphic arts equipment at the U.S. Trade Center in Frankfurt, 25 exhibitors registered first-year sales totaling $1.5 million.

U.S. manufacturers of graphic arts equipment interested in the Commerce Department exhibition at the U.S. Trade Center in Sydney next Mar. 15-19, may obtain further information from Thomas Mayfield of the U.S. Department of Commerce, BIC-950, Washington, D.C. 20230 (202-967-4057), or from any Commerce Field Office.

Royal Smithfield Show opens in London this fall

The Royal Smithfield Show, one of the largest British farming shows, will open its five-day run Dec. 11 in London.

Accessories and components for tractors, machinery and implements, plus equipment, supplies and services for agriculture and horticulture, and livestock displays including cattle, sheep and pigs will be exhibited.

American firms interested in the show should contact the event's organizer: Smithfield Show Joint Committee, 21-24 Grosvenor Pl., London, S.W.1.

USSR plans underground construction equipment show

An exhibition of modern equipment used in underground hydrotechnical construction will be held June 9-22, 1971 in Yerevan, USSR. The event is open to international participation.

Product categories include: tunnel driving equipment such as drills, bits, axial fans, haulers, railway tracks and mud pumps; machines for concreting tunnels; tunnel test instruments; and stone honing and processing equipment.

Write: USSR Chamber of Commerce, Department of Foreign Exhibitions, 6 Kuibyshev St., Moscow K-3, USSR.

Floorex '71 in Melbourne open to U.S. companies

American firms may participate in the first National Floor Coverings Equipment and Services Exhibition, Floorex '71, scheduled for the Exhibition Buildings in Melbourne, Australia, Feb. 15-20, 1971.

An audience of 5,000 buyers, contractors, architects, builders, maintenance supervisors and cleaners are anticipated. New products, designs and technical services will be shown.

Write: Floorex '71, Technical Exhibitions, Suite 3/242, S. Yarra, Vic.

Paris to host exhibition for candy, bakery trade

INTERSUC '71, a trade show for the chocolate, confectionery and bakery industries, will be held in Paris Apr. 24-28 at the Parc des Expositions.

On display will be soft candies, gums, chocolate bars, cocoa, cakes, cookies, wafers, and all equipment for manufacturing and packaging. Previous editions of INTERSUC have attracted more than 13,000 buyers annually and 300 featured exhibitors.

Write: French Trade Shows, 1350 Ave. of the Americas, New York, N.Y. 10019 (212-582-4960).

Bangkok hosts office, business items show; projects $668,100

Twenty-six American companies, represented by 20 Thai agents, staged a display of office equipment and business machines at the U.S. Trade Center in Bangkok. The show produced $6,620 in confirmed orders and participants projected additional sales totaling $668,100 for the next years.

Forecasting the largest share of 12-month sales—$200,000—was Laminex Industries, Inc. of Cleveland. The firm exhibited a complete ID card system from camera and film to card die cutters and laminating plastics. Visitors to the Laminex booth were presented with ID cards made while the firm's photo identification system was explained.

Other participants in the show at which one agent was signed include Dallas-based World Computer Corp. Showing its electronic payroll information collector, World Computer is anticipating sales through the year of $50,000.

Also expecting $50,000 in new business resulting from the June 23-26 event was Simplex Time Recorder Co., Gardner, Mass. Attendance recorders, clock systems and equipment, job cost recorders and fire alarm systems were on display.

Addressograph-Multigraph Corp. of Cleveland included an offset duplicator, copier and varitype headline composing machines in its booth and projected $31,000 in first year sales. Bell & Howell, Chicago, projected $25,000 in 12-month sales of its office duplicating machines. The firm also exhibited its microfilm equipment for the first time in Thailand.

Other American firms in the show which drew an audience of 711 were: Abbott Coin Counter Co., Inc., Greenwich, Conn.; American Photo Copy Equipment Co., Evanston, Ill.; Burroughs Corp., Detroit; Chartpak Rotex Division, Avery Products, Santa Anna, Calif.; Eastman Kodak Co., Rochester, N.Y.; GAF Corp., New York; General Binding Corp., Northbrook, Ill.; Hall-Welter Co., Inc., Rochester; IBM World Trade Corp., New York; Itek Business Products, Rochester; 3M, St. Paul; Monroe International Corp., Orange, N.J.

National Cash Register Co., Dayton; Royal Typewriter Co., division Litton Industries, Inc., Hartford, Conn.; Friden Inc., San Leandro, Calif.; A. B. Dick Co., Chicago; SCM International Inc., New York; Sperry Rand Corp., New York; Wang Laboratories Inc., Tewksbury, Mass.; Xerox Corp., Rochester.

DEMONSTRATING EPIC, World Computer Corp.'s electronic payroll information collection system shown above is R. J. Hoess. The Texas firm, one of 26 American companies represented in the display, projected $50,000 in first year sales. Also forecasting $50,000 in orders was Simplex Time Recorder Co.

SOUVENIR IDENTIFICATION CARDS were presented to visitors, left, attending the Laminex Industries booth at the summer promotion in Bangkok. Laminex, the exhibition's sales leader forecasting $200,000 in 12-month orders, displayed a complete photo identification card system including film and camera, laminating plastics and card cutter. The ID system was in full operation during the show. On the right, a Xerox 720 duplicator is shown to visitors.

XUM

EXHIBITION BRIEFS *WORLDWIDE*

NATIONAL TEXTILE INDUSTRY FAIR. Sao Paulo. Aug. 8-23. Mounted for the 13th time, the show was accompanied by the Seventh National Tailors' Congress. A total of 137 exhibitors participated, including Brazilian affiliates of several foreign-based firms, showing yarns, fabrics, knitted goods, apparel and machinery. This and previous textile events have been primarily image and prestige shows, but according to the fair's organizer, beginning next year the fair will concentrate on hard-sell. Next show, August 1971.

MEN'S FASHION WEEK. Cologne. Aug. 28-30. From the U.S., two direct exhibitors and nine represented by European firms participated in this annual event. A total of 789 companies were at the show, which was visited by more than 26,000 buyers from 46 countries. Next show, August 1971.

INTERNATIONAL ENGINEERING EXHIBITION. Sydney, Australia. Aug. 17-22. The biennial show was held at the Royal Agricultural Showgrounds, where 33,000 visitors attended the promotion. National exhibits were mounted by several European and Asian nations, and the U.S. was represented by a number of American subsidiaries: IBM, Gardner-Denver, Caterpillar, Ridge Tool, Polaroid, Marsh Stencil, Clark Equipment, Crown Controls and Waugh Josephson. This event is staged in even years; in odd years, Melbourne hosts an engineering exhibition. Next show, August 1972.

BIBE. Genoa. June 20–29. The First International Wine and Liquor Fair drew 48,585 visitors and displayed the products of 1,017 manufacturers from 48 nations. Twenty-six of the participants were American beverage firms and distillers. Varieties of wines, liquors and beers were shown. Dates for the next show are not available.

INTERNAVEX '70. London. July 20-23. More than 10,000 educators attended this exhibition which accompanied both the World and National Conferences on Audio-Visual Aids. Most of the display space was devoted to available hardware and software in the visual education field. The U.S. Information Service staged an exhibit depicting trends in American education methods. Dates for the next show are not available.

U.S. exhibition set for northern Thailand

Chiang Mai Winter Fair features American agriculture display

The Chiang Mai Winter Fair, an annual event in northern Thailand, will include an exhibition of 30 American firms joined under Commerce Department sponsorship. The Dec. 31-Jan. 6, 1971 fair is part of the Agricultural Year Project, a concentrated effort to bring American farming machines and equipment to all Thailand.

Product categories at the show include: tractors, seeds, irrigation equipment, pesticide sprayers, fertilizers, all-terrain vehicles, feeds, veterinary supplies, pumps, engines, poultry equipment, soil preparation and harvesting implements and grain processing equipment.

The U.S. Department of Agriculture will cooperate with Commerce at Chiang Mai, the second largest city in Thailand located 400 miles north of Bangkok. A display of Santa Gertrudis cattle and fashion shows of U.S. cotton products will be presented.

For additional information on the Chiang Mai Winter Fair and the Agricultural Year Project, contact James Reilly, U.S. Department of Commerce, BIC-918, Washington, D.C. 20230 (202-967-5281), or any Commerce Department Field Office.

Annual woodworking machinery, equipment fair set for Nagoya next fall

The 19th Nagoya Woodworking Machinery and Equipment Fair will be staged at the Fukiage Hall in Nagoya, Japan, Oct. 17-24, 1971. American exporters of this equipment are invited to participate.

Exhibits will include equipment for sawmilling, veneer and plywood manufacturing, hard and particle board production, and measuring, plus chain saws, electric portable tools, paints, adhesives, grinding stones and abrasives, saws and finished wood products such as furniture.

The Chubu Woodworking Machinery Manufacturers' Association and Chubu Woodworking Machinery Industry Cooperative Association will operate this annual autumn event.

The last day for registration is Mar. 31. Write: 19th Nagoya Woodworking Machinery & Equipment Fair Corp., c/o Chubu Woodworking Machinery Manufacturers' Association, 5-36, Iwai-Dori, Naka-Ku, Nagoya.

Leather, footwear show planned for Yugoslavia

Exhibitors from at least 15 nations are expected to mount displays at the 20th Leather and Footwear Week in Zagreb, Yugoslavia, Feb. 23-27. An international symposium and a series of seminars are scheduled to coincide with the event.

Exhibit categories include raw leather, finished leather ready-made and fancy goods, shoes, processing equipment, artificial materials for footwear and accessories, tanning agents and chemicals for processing, leather products for industry, and machinery, equipment, tools and textiles associated with the leather and footwear industries.

Fashion shows of leather clothing, shoes and accessories will be staged daily. Write: Zagreb Fair, Zagreb, Aleja Borisa Kidrica 2.

French fashion fairs set for Paris in '71

Five international clothing and textile events will be held in Paris Feb. 13-16, featuring men's, women's and children's apparel, knitwear and materials.

The Men's Ready-to-Wear Trade Show —S.E.H.M.—will include all types of outer and underwear and accessories for work, sports, hunting, and casual occasions.

The Children's Fashion Exhibition will feature clothing for boys through eight years of age, and for girls through 12. Products and services for infants and children, publications and accessories for children may be exhibited.

Garments from swimming suits and gloves to upholstery materials and tights will be displayed in the Knitwear Industries Exhibition at the Parc des Expositions. The National Knitwear Association will meet during the promotion.

The French ladies lingerie association will convene during the Corsetry and Lingerie Trade Show, and an exhibition of lace embroidery and materials for feminine under garments will be held.

These events, last held in February 1970, attracted more than 36,000 buyers from 20 nations.

Write: French Trade Shows, 1350 Avenue of the Americas, New York, N.Y. 10019 (212-582-4960).

U.K. seeks inflation cure

New Government wants to slow price rises before launching program to spur economy

British economic prospects have become less clear in recent months according to the semi-annual Economic Trends Report from the U.S. Embassy in London. When the new Budget was announced in April, the official view was that the economy had been expanding steadily but that, with the help of the Budget measures, the pace of the expansion would accelerate sharply in the second half of 1970 and that this upturn would continue, if somewhat less rapidly, in the first half of 1971. Between the first half of 1970 and that of 1971 an increase of 3.5% in gross domestic product was expected.

The economic outlook must now be judged as being more uncertain in at least two respects. First, there is a new Government, which has yet to translate its general philosophy into specific economic measures. Secondly, the national income figures for the first quarter of the year suggest that there had been less buoyancy in the economy than Government officials assumed in April, but exactly how much less is unclear.

The new Government plans a program of major tax changes to get the economy moving again. Officials have firmly stated, however, that this program cannot proceed until inflation is under control.

There is no reason to feel that U.S. exports to the United Kingdom will not continue to expand as significantly as they have since the mid-sixties. Over the past five years, American exports to the United Kingdom have risen on the average about 8% per year in current prices. The year 1970 should see at least this rate of growth maintained, and possibly bettered.

By mid-year, British imports had shot up very rapidly compared to the 1969 level. Special factors, such as importation of Boeing 747's, continue to figure prominently in the upsurge but there is evidence of significant advances in "normal" type items, as well.

In 1969, imports of chemicals were up 11% over the previous year; newsprint, 10%; textile manufactures, 11%; iron and steel, 12%; copper, 19%; and crude petroleum, 7%. Meat, sugar, rubber, ores and hides were also up.

On the down side, imports of petroleum products were down 16% over the previous year; tea, down 26%; feed and cereals, 21%; beverages, 9%; tobacco, 2%; wood, 6%; raw cotton, 14%; and cotton yarns and fabrics, 12%.

Exports outgained imports

All in all, total United Kingdom exports in 1969 were £7,338 million (compared to £6,434 in 1968) and imports stood at £8,324 million in 1969 (compared to £7,897 in 1968), an increase for 1969 in exports of 14% and in imports of 5%. United Kingdom imports from the United States totaled £1,131 million in 1969, an increase of 6%.

Electronics equipment, computers and parts will continue to be good prospects this year, but will become less attractive for large machines when IBM begins construction of the large 370 series in Britain. The continued expansion of computer use and development, however, should ensure that the field of computer related equipment will still be a good prospect for exports from the United States.

Professional scientific and controlling instruments imports have for the past two years totaled about £91 million per year, filling nearly half of British demand for scientific instruments. Demand for process control instrumentation has shown growth of 15% over the past year, and prospects for a similarly good rate of growth for the coming year are excellent. Demand for testing and measuring equipment has remained steady at about £70 million per year for the past two years; this level will probably be maintained. Sales, whether from domestic sources or abroad, depend to an inordinate degree on salesmanship rather than price, since equipment must be sold to solve the specific problems of individual firms. Optical instruments have had a market of about £14 million annually over the past several years, and future prospects seem good, particularly in the area of fiber optics.

Aircraft and parts should continue to be an extremely good market with continued sales of 747's plus the present uncertainty about British projects such as Concorde, the Three-Eleven short-to-medium haul airliner, and the Multi-Role Combat Aircraft (MRCA) jointly being undertaken by Britain, Germany and Italy.

Growth of the British chemical industry has been twice that of industry as a whole, but construction delays and the high cost of electricity are reportedly tending to make firms hesitate in pushing forward investment decisions about further expansion. The demand for chemicals, however, is growing at an extremely rapid rate. Imports, which totaled £463 million in 1969, will probably push slightly over £500 million this year, chiefly in the areas of chemical elements and compounds, medicinal and pharmaceutical products, and plastics and synthetic resins.

Other areas of good sales potential include packaging machinery, as illustrated by U.S. success in a recent Packaging Exhibition in London, and filtration and separation machinery and equipment, which will be featured in a U.S. Trade Center Exhibition next spring.

The average of three measures of gross domestic product, which showed a fairly strong rise in the last half of 1969, registered a decline of about 1% in the first quarter of 1970. Between the first

Imports likely to rise

Prospects for increased U.K. imports would appear bright for several reasons: the 5% import increase in 1969 followed a 23% increase in 1968—this should now swing upwards again; the import deposit requirement will be reduced to 20% in September and will be eliminated by the end of the year; continuing emphasis by both Government and progressive business leaders is being given to encouraging capital investment for expansion and increasing efficiency; and consumer demand for goods is expected to be on the rise despite high purchase taxes.

XUM

and second halves of fiscal year 1969-70, gross domestic product rose, but only by about 1%, representing an increase of not much over 2% at an annual rate, compared with a 3-3.5% rise in productive capacity. Allowing for the time lags, it is, therefore, not surprising that unemployment, seasonally adjusted, increased from an average of 519,000 in the second quarter of 1969 to 563,000 in the same period of 1970.

The fall in demand in the first quarter was accounted for by a decrease in capital formation and stock building. Economies made by the authorities have checked the rate of growth in public expenditure on current goods and services. In 1969, this element of demand fell by 1% in real terms, the drop coming mainly in the first half of the year. Following a slight upturn in the summer of 1969, public consumption remained more or less flat in the first quarter of 1970. The value of exports has been rising in 1970, but the volume of exports of goods and services as a whole, after a substantial increase during most of 1969, leveled out in the first quarter of the current year. Personal consumption, which rose a little in the fourth quarter of 1969 after nine months of stagnation, flattened out again in real terms in the first quarter. Preliminary estimates for the second quarter show a slight increase and, for the first half of 1970, consumption was up 1% over the last half of 1969.

The substantial improvement in the balance of payments in 1969 carried through to the first quarter of 1970. During that quarter, there was a $350 million surplus on trade of goods and services; the capital account was in deficit by $60 million so that, overall, the balance of payments showed a quarterly surplus of just under $300 million.

In the second quarter, there was a deterioration in the trading accounts. Some of this deterioration may have been due to special factors operating in the quarter while some may also be a reflection of the slowdown in growth of world trade this year. In any case, preliminary estimates for the second quarter suggest that the balance of payments accounts were just about evenly balanced.

One distressing trend is the movement of volume and value indices. Since the turn of the year, the price of exports has been rising fairly sharply while the volume has shown little growth; on the import side, the volume of imports is up fairly sharply but the prices have risen by a lesser amount.

Looking ahead, the first task of the new Government is to get inflation under control. Wage rate increases and price increases are running at annual rates of about 10% and 8%, respectively, and to make matters even more difficult, these increases are occurring at a time of little or no growth in productivity. The implication of this set of factors is that U.K. exporters will be under pressure to raise their prices further, thereby threatening to erode the competitive edge which devaluation provided in 1967.

U.K. to end deposits

The import deposit scheme instituted by the British Government in November 1968 is scheduled to lapse on Dec. 4.

Part of a package of measures aimed at curbing the pressure of domestic demand and improving the trade balance, the import deposit plan requires that importers of manufactured goods deposit with customs a certain percentage of the value of the goods before release of the goods from the customs warehouse. Initially set at 50%, the deposit requirement was reduced to 40% on Jan. 1, 1970, 30% on May 1, and 20% on Sept. 1. The deposits are returnable in full after a period of six months.

The requirement applies to all goods other than basic foods, feedstuffs, fuel, raw materials and certain categories of goods from developing countries.

Government's economic goals

Once inflation is in hand, the Government may safely proceed with its program to get the economy moving again. Non-inflationary stable growth, lower levels of unemployment, and continuation of a strong balance of payments surplus are the economic goals of the new Government. These goals are similar to those of virtually all governments of the industrialized world, but because Britain's past has been marked by several years of "stop-go" economic policy, they take on added significance. Prior to devaluation, economic growth in the United Kingdom was usually shorter in duration and not as rapid as that of competitors in western Europe. Moreover, once the growth began to accelerate, the volume of imports would rise and worsen the balance of payments. Growth was subsequently severely restrained until the balance of payments improved.

A sustained and large balance of payments surplus is important not only to avoid the "stop" characteristic of former economic policy but also to earn foreign currency to continue the repayment of overseas debt. After devaluation, Britain's short- and medium-term debts totaled some $8 billion. As the balance of payments swung sharply from deficit to surplus, large amounts of debts were repaid and by mid-year 1970 about $4 billion of short- and medium-term debt remained to be paid to overseas creditors.

Looking ahead, if Britain's application for membership in the Common Market is successfully negotiated, the country will need substantial surpluses to shoulder the balance of payments costs of entry. These costs cannot be quantified at this state of the negotiations. However, a Government White Paper issued in February 1970 estimated that the range of total balance of payments entry costs could run from $240 million to $2,640 million per annum.

Although the government's goals have a ring of familiarity, the means by which it proposes to achieve these goals are bold and dramatic. The Government has put forth a program of major tax changes which calls for elimination of the selective employment tax and sharp reductions in the highly progressive personal income tax. The revenue loss would, in part, be made up by relying more on indirect taxes, with the adoption of a value added tax looking like a strong possibility, and by elimination and trimming of selected government expenditures.

The list of unions demanding double figure wage increases is lengthy, and some unions are demanding wage increases running from 20 to 33%. Further, experience has shown that it is far more difficult to contain a "wage push" inflation than a "demand pull" inflation. The Government recognizes the magnitude of the task which it faces. Yet, it is determined to overcome inflation and has firmly stated that its program of tax-induced expansion cannot proceed until inflation is under control.

One other difficult problem confronting Mr. Heath's Government is industrial relations. During the election campaign, the Government promised to enact legislation designed to induce more orderly labor management relations through a legal framework. The thought of such legislation has been a source of irritation to the labor unions. Nevertheless, it is clear that the brakes must somehow be applied to the current burst of wage-push inflation and some formula for ending costly wildcat strikes brought into being before there is any sustained smooth sailing for the economy and general Tory economic aims can be realized.

U.S. slipping in Pakistan

Easier credit terms, bilateral accords cut into U.S. suppliers' market share

By GEORGE A. HAYS
Commercial Attache, U.S. Consulate General, Karachi

The U.S. competitive position in Pakistan is weakening as a result of the decline during the past two years in aid financing and the success of intensified sales campaigns by other suppliers offering credit terms which Americans have not been able to equal. U.S. suppliers must compete not only with the attractive financing terms offered by Western and Japanese firms but also with the continued bilateral agreements which permit Communist countries to accept payment in rupees or barter.

Although the billion dollar Pakistani market increased its purchases for the fiscal year ending June 30 by $42 million, or 4.1% over fiscal 1969, U.S. sales of $286 million were down by $10.5 million, or 3.6%. The U.S. share of the market according to Pakistani trade statistics was 26.9% as against 29% in fiscal 1969 and 31.4% in fiscal 1968.

Improvement in U.S. export sales, aside from tied AID-assisted trade and PL 480 shipments, will be largely dependent upon much greater utilization of short and medium term loans and credits. Price and quality of product and salesmanship are of little significance if sales offers are not backed by competitive loans or credits.

Pakistan's balance of payments and debt servicing situation is such that foreign exchange financing becomes the major consideration when capital purchases are made from abroad.

While financing is not as vital for lower value items importable under Pakistan's import licensing schedule, it is becoming increasingly clear that sales growth in many such categories of goods is highly dependent upon a greater use of 90- and 120-day financing. The market for competitive items of U.S. equipment, such as packaged air conditioning units, will be completely lost for U.S. suppliers unless fresh approaches are taken to the question of short-term financing. U.S. companies should consider making much greater use of the Foreign Credit Insurance Association's global insurance or utilize other credits to cover the special requirements of the market.

Substantial markets exist for sugar processing equipment, textile machinery, ginning plant equipment, vegetable oil extraction machinery and other items of capital equipment.

Pakistani authorities are, however, seeking to secure financing on nine year terms plus a two year grace period for such machinery and equipment. Seventy-five million dollars could be readily utilized.

High trade potential also exists for importer/dealer purchase of machine tools, metalworking and engineering workshop equipment, generators and paint spraying systems provided AID loans or medium-term special project credits are made available. Unless imaginative new approaches are taken the United States might gradually become preempted from the market in the latter items, which enter the country solely under Communist country barter and special government-to-government arrangements. In time, if the current direction of trade continues, most users of machine tools, for example, could be largely standardized to Communist equipment.

Pakistan has experienced difficulties with past and present barter agreements and could be amenable to finance arrangements with U.S. suppliers. Barter countries have been slow in sending allocations, which have often been inadequate; offers from barter suppliers have not been received or have been delayed; and they have often failed to adhere to shipping schedules.

Best prospects summarized

Recent research shows high U.S. export potential in the categories of goods described below.

There is an estimated sales potential for $1 million worth of milk sterilizing equipment over the next five years. Limited refrigeration in milk producing areas and inadequate refrigerated transportation for moving milk into other areas creates a market need for long-life milk. If this market is developed there should also be opportunity for selling plant to produce one-way paper containers. U.S. suppliers interested in such equipment, however, should first consider setting up a technical know-how service in the country for potential buyers before beginning market prospecting. Alfa-Laval of Sweden currently secures the major business in milk equipment because of its excellent technical facilities in Pakistan, which are freely offered to potential customers.

It is estimated that $3.5 to $4 million worth of fish freezing and dehydrating plant, and fish packaging equipment will be purchased over the next five years on a turnkey, or complete plant, basis. It will be difficult for U.S. suppliers to compete with Japan in this field unless special credits or loans can be offered.

Fishermen need trawlers

In East Pakistan a significant market for deep sea fishing trawlers is developing. At present credits for the purchase of 11 trawlers (steel hulled of 90 to 110 foot length) from Yugoslavia, the U.K., and Denmark are in the final approval stage. Plans are under way for the purchase of 12 additional trawlers. Although all of

OVER 100 MILLION PEOPLE and a billion dollar market make Pakistan a country that deserves a lot of attention from U.S. exporters. This view of Karachi shows the bustling activity of West Pakistan.

XUM

these purchases are in the public sector, a private market is also possible.

In farm equipment the area of highest sales potential is in four-wheel tractors, particularly in the 36 to 55 h.p. range. Total tractor imports over the next five years are expected to increase gradually from about 5,000 units in 1970 to approximately 11,000 by 1976. Potential need appears largest in the provinces of the Sind and the North West Frontier. Success for particular suppliers will be dependent upon establishing a wide network of servicing facilities equipped to supply spare parts. Sales in the past have been financed by International Development Association credits to the Pakistan Agricultural Development Bank.

A market can be expected to develop for elevating scrapers and land planes for land clearance under U.S. Agency for International Development financing. In East Pakistan substantial short and long term opportunities exist for sales of tubewells under various donor financing arrangements. Installation of 3,000 tubewells are definitely planned this fiscal year (1971) and future plans indicate installation of at least 7,000 additional tubewells in the next three years.

U.S. suppliers will continue to hold a predominant share of the market for window or wall air conditioners under 18,000 B.T.U. Potential demand is about 6,000 units a year. U.S. suppliers should maintain stocks in Frankfurt, Singapore, Hong Kong, Kuwait and other centers frequented by Pakistani travelers who purchase this equipment under their duty free allowances. As Pakistan continues to develop and Pakistanis become more affluent the market will grow.

The sales potential for packaged air conditioning equipment is high. Japanese traders, however, are gaining a virtual monopoly because of their practice of regularly maintaining stocks in the country imported under letters of credit with payment due 90 to 120 days after delivery of merchandise. American suppliers must insure that their agents and representatives more widely adopt similar stocking practices and that the purchases are financed through FCIA or other sources. With financing there is good market potential for split system air conditioners, centralized and environmental control systems, combination heating and cooling units, and related equipment.

Prospects are bright for the expansion of Pakistan's cold storage industry. If acceptable medium-term credits are made available, the sales outlook for U.S. refrigeration equipment is extremely good. The highest sales potential is for U.S. cold storage room systems of 1,000-ton capacity. There will be a good market for U.S. water coolers, refrigeration compressors, condensors and chillers. Refrigeration compressors and condensors will be required on a continuing basis for replacement and repair.

There is an excellent market for miniature industrial instruments such as solid state and pneumatic indicating receivers, recorders and transmitters. The estimated market for such instruments should reach $15.7 million over the next five years. In scientific and laboratory instruments there is a high sales potential for U.V. Visible Spectrophotometers which could account for over $1 million in imports over the same period. New suppliers to the market should recognize that most end-users today have narrowed down their buying to those distributors or suppliers who provide presales engineering and instrumentation information as well as adequate after-sale service.

Investment opportunities

The level of total investment to date has remained small. Uncertainties over future political and economic policy developments have adversely affected the investment climate. Although the Government has expressed its favorable attitude toward foreign enterprise, implementation of this principle would need to be considerably improved to bring about any meaningful increase in foreign private capital. While major new foreign investment in recent years has been by U.S. firms, total U.S. accumulative investment in Pakistan as of late 1968 was less than $120 million. In terms of numbers of firms the principal new activity has been in the pharmaceutical business, where progressive organizations are experiencing 17 to 18% annual growth rates in servicing Pakistan's population, which ranks fifth in the world.

Many Pakistani entrepreneurs are interested in concluding technical know-how arrangements with U.S. firms. This is partially the result of the fact that Pakistan has had considerable experience over the years with U.S. engineering contractors and consultants. Promising opportunities exist for technical arrangements with Pakistani businessmen interested in developing the capabilities of the infant agricultural implements industry. Technology is needed for producing good quality planters, transplanters, drills, seeders, cultivators, weeders, plows, harrows, soil pulverizers, packers, and rollers.

There is also promising potential for U.S. joint ventures with Pakistani entrepreneurs in the manufacture of gas meters, flame safeguard panels, solenoid valves, and pneumatic and electric motorized valves for fan coil units. There are opportunities for joint ventures in pesticide production, polyester fibers, chemicals for the textile industry, and fish freezing and processing.

EAST PAKISTAN IS BUYING BOATS in substantial numbers for deep sea fishing and will need large quantities of fish processing and packaging equipment. Here, boats are unloaded at the Dacca River port.

Taiwan traders are busy

Remarkable expansion in foreign trade, high level of investment prolong economic rise

Excellent growth in foreign trade and investment offset disappointing showings in other areas and led Taiwan to continued rapid economic expansion in the first half of 1970. The overall economic growth rate through June was 8.5%.

The semi-annual Economic Trends Report from the U.S. Embassy in Taipei states that trade with the United States showed a sharp increase in the first six months of 1970 compared with the same period last year. Imports from the United States rose 44%—a substantial increase over the annual growth of 2% and 9% in 1968 and 1969—while exports were up 41%, about the same increase experienced in 1969. The trade balance for the first six months of this year amounted to US$38.7 million in favor of Taiwan compared with $30.6 million during the same period in 1969. Nevertheless the U.S. share of the Taiwan market rose from 28.9% of total imports in the first six months of 1969 to 31.4% in the first half of 1970. In the meantime, Taiwan's most important supplier, Japan, lost ground, with its share declining from 41.3% of the market in the first half of 1969 to 38.2% for the same period in 1970.

Of the $76 million increase in Taiwan's exports to the United States in the first half of 1970, about $32 million, or 42%, was in textiles and footwear, and about $17 million, or 22%, was in electronics and electrical equipment. Looking at Taiwan's imports from the United States, of the $68 million increase in the first half of 1970, $19 million or 28.2% was in machinery sales, $18 million or 27% was in grain crops, $8 million or 11.5% each was in electrical and electronic equipment and parts and in transportation equipment, and $6 million or 9% was in iron and steel products (including scrap steel).

While the rate of expansion of U.S. sales in the first six months was certainly encouraging, the situation could be further improved if U.S. exporters would continue to institute more aggressive sales techniques, particularly making available to local importers favorable financial arrangements for the importation of capital equipment and industrial raw materials.

The Government's effort to intensify the development of Taiwan's infrastructure, and the introduction of more technologically advanced industrial enterprises in the next few years, should open up new sales possibilities. Projects under design or serious study include: Taichung seaport, Taoyuan airport, a north-south freeway, a shipbuilding and ship purchase program, expanded facilities for the steel industry, a petro-chemical complex, several power projects (including nuclear power plants), and a second ground station for international telecommunications. These developments should provide opportunities for a wide range of capital goods, ranging from heavy equipment to precision instruments. In addition, increased emphasis on pollution control—a growing necessity as the island becomes more industrialized—could open new sales opportunities for air and water pollution control equipment manufacturers.

As a consequence of increased emphasis on commercial livestock production and changes in eating habits of the population, the market for grains is showing excellent growth.

Import curbs are eased

In recent months the Government has announced the liberalization of some import controls and a simplification of import procedures. In July the Board of Foreign Trade published some 140 commodities reclassified from the "controlled import list" to the "permissible import list." These include crude sulphur, chocolate, barley, nuts, cotton, kraft paperboard, and certain categories of agricultural pesticides and insecticides.

While not yet fully committed to import liberalization, the Chinese authorities have indicated a more open-minded attitude and further steps may be in the offing. The rapid accumulation of foreign exchange reserves, the desire to reduce domestic inflationary pressures, and an awareness of the need to increase foreign competition for domestic industry and to upgrade the quality of products will all be important considerations in the Government's efforts to liberalize the import sector. Although recently adopted measures may be of only marginal importance to U.S. traders, future developments in this area are expected to increase opportunities for U.S. exports.

The present Statute for Encouragement of Investment will expire on Dec. 31, 1970. The Tax Reform Commission has proposed certain new incentives relating to investments which may be incorporated in a new Statute. These proposals are presently under deliberation within the Chinese Government. While it is anticipated that not all of the provisions will be favorable to the investor, it is expected that the new statute generally will provide more incentives than at present.

Potential investors should also note that the Overseas Chinese and Foreign Investment Commission has been instructed to work out detailed guidelines for the screening of foreign investment applications. Although detailed criteria do not yet appear to have been finally worked out, the Commission has adopted certain administrative principles for guidance in screening investment applications. Under these guidelines, the overall investment climate in Taiwan remains favorable for those investors whose activities contribute to the country's economic development.

The general index for industrial production showed a growth of 15.7% for the first half of 1970 over first half 1969. However, the same ratio in 1969 was 20.4% above the corresponding period of 1968. Manufacturing, which accounts for about 23% of net domestic product at factor cost, demonstrated a similar decline in its growth rate: 17.4% for the

Factors behind growth

Two important factors will continue to facilitate rapid economic growth in Taiwan: rapid expansion of the foreign trade sector and the continual high level of investment on fixed capital assets. With respect to the latter, gross fixed capital formation expanded from 16% of GNP in 1965 to 23% in 1969. Imports of capital goods remain at a high level. At the same time, exports of goods and services expanded from 18.4% of GNP to almost 25% in 1969, thereby providing the foreign exchange required for continued rapid growth in imports.

XUM

first half of 1970 but a drop of slightly over four percentage points below the growth rate in the first half of 1969.

The slower growth in manufacturing appears to be the result of several factors: typhoon damage in late 1969 which caused a decline in the processing of several agricultural items; a weak export market for some products; a fall-off in domestic demand, particularly in rural areas; and several nonrecurring factors arising from production problems.

In the first half of 1970 the mining index dropped 3% and construction declined 5.3%. The reduced mining output was caused by the suspension of activities in several coal mines following accidents. The speculative construction boom of 1967 to 1969 had led to overbuilding of luxury apartments, many of which remain unrented. Consequently, construction activity was slightly below the level of Jan.-June 1969, and the outlook for apartment construction for the remainder of the year is not optimistic. Office space, however, remains in great demand.

The weak performance of agriculture reflected the after-effects of last fall's typhoon as well as lower commodity prices this year for certain items. The record for agriculture appeared particularly bad in comparison with the exceptionally fine performance in the first half of 1969. Unofficially, the index for agricultural production is reported to have declined about 1.7% during the first half of 1970. Nevertheless, Chinese officials remain optimistic that the overall index of agricultural production will rise about 4% (and possibly higher) for all of 1970.

Taking all these factors into consideration, it appears that overall GNP during the first six months may have grown in constant prices about 8.5% or almost 14% at current prices. Although early predictions were for real growth of about 12% for 1970, this now appears somewhat optimistic and tentative projections for the year indicate an increase of over 10%. With good fortune perhaps the rate may even reach 11%. Given favorable weather conditions the growth of agricultural production should accelerate in the next six months, and, if trade continues its rapid expansion, these gains will help to push up the rate of increase in manufacturing.

SEVERAL NEW POWER PROJECTS will keep output of electricity in line with growing industrial needs. Below, the versatile Shihmen Dam is used for flood control, power generation and water supply.

Big jump in foreign trade

Foreign trade has shown a remarkable increase. In the first half of 1970, total trade was up 35% over the same period in 1969, with exports up 38% and with imports rising by 33%. Total trade for the first six months showed an export balance of $2 million compared with a deficit of $17 million in the same period of 1969. Together with inflows of foreign loans and equity investments, as well as growing income from tourism, foreign exchange reserves have increased by $95 million to a total of $564 million at June 30, 1970.

Industrial exports enjoyed the most significant expansion. Total foreign exchange settlements reached $546 million, an increase of $186 million or 53% over the corresponding period of 1969. Textiles, and non-metallic mineral products, were among those items showing above average percentage increases.

Taiwan's credit position abroad remains strong. The debt service ratio continues to be highly favorable—dropping to 4.3% by June 30. If export earnings continue their rapid growth, this ratio should remain satisfactory during the next few years despite new loans and increased amortization payments. Thus far in 1970 several fairly substantial new loans have been extended to Taiwan, including $18 million from the Asian Development Bank, $62.5 million from the IBRD and $7.2 million (including $1.2 million equity investment) from the IFC.

The FY 1971 Central Government Budget has been increased by 27%, primarily because of the expansion of economic development expenditures by almost 150% and increases in educational and scientific outlays by 66%. Government expenditures in the future may show a slightly higher growth rate compared to GNP because of the stress on infrastructure development, expansion of educational programs and increased pay to government employees. In the past several years government consumption expenditures (including defense) have held a constant ratio of between 17 and 18% of GNP.

The Government hopes that through a conservative fiscal policy, increased tax collections and an intensive drive to increase domestic savings, the inflationary impact of increased government spending will be mitigated.

New guidelines for industry

Revised criteria are expected to become effective in the near future with reference to establishment and operation of industrial plants. The revisions embody two essential points: a) factories are required to take measures which will ensure that manufacturing operations and products do not substantially contribute to air and water pollution; and b) aid to certain industries will in the future be through low interest loans, tax exemptions and reductions, and assistance in the acquisition of needed raw materials rather than through direct governmental aid. Protection for newly available domestic products through import prohibition will be limited to three years rather than indefinitely as in the past.

Over the past two and a half years prices have continued to rise more rapidly than during the previous years of the sixties. In the first half of 1970 consumer prices by the official index increased 4.7% above the same period in 1969 while the official wholesale index was up 3.5%. Both indexes remained somewhat stable in May and June, but trends indicate that the rate of inflation this year will be around 5%. Although Taiwan's record of price stability is better than that of most other developing nations, inflation remains of primary concern to the Government and a number of counter-inflationary programs are underway, including an enlarged savings program.

The money supply, including note issue and demand deposits, rose by 17% in the twelve-month period ending June 30, 1970. The rate of growth of the money supply still remains greater than that required by the growth of real national income, thereby contributing to an oversupply of liquid assets within the economy.

Guyana Government's more active role in economy is producing uncertainty among businessmen

Guyanization program will bring some changes in economy's direction, but strong trade, investment openings remain

Whereas Guyana's 1968 slowdown was attributable to relatively tangible external causes—bad weather and labor stoppages —the slowdown now appearing on the horizon seems to stem from an air of business uncertainty and apprehension about the new economic policies being formulated and enunicated by the Government. This is in contrast to one year ago, when a mood of growing confidence in the future was reflected in accelerating business expansion, according to the Economic Trends Report from the U.S. Embassy in Georgetown.

These new economic policies are embodied in the word Guyanization, which Government spokesmen use to describe a planned expansion of the role of Guyanese citizens in the economy of the country. During recent months Government officials have expressed the view that foreign interests should no longer play a predominant role in such key sectors of the country's economy as the bauxite industry, sugar, banking, insurance, retailing, and shipping. They explain that the new policies and plans being developed do not reflect any radical turnabout in the Government's economic outlook, and that no wholesale takeover of foreign-owned business interests is envisaged.

What Guyanization will mean

However, it has been made clear that Guyanization will call for (a) increased participation by Guyanese citizens or the Government in the ownership and management of foreign enterprises, (b) restrictions on repatriation of profits or the transfer abroad of capital generated by banks or other enterprises in Guyana, (c) requirements that will increase the number of Guyanese citizens that must be placed in the higher management and supervisory positions of foreign-owned firms, and (d) limitations on the number of foreign employees that may be brought into Guyana to take jobs.

The U.S. share of Guyana's import market decreased somewhat from 23% in 1968 to 21% in 1969, although in absolute terms U.S. sales remained unchanged at about $25 million.

Guyana's regional trade with the English-speaking Caribbean continues to rise slowly, though it still comprises less than 15% of total imports and exports. Imports from within the region rose by 10% over 1968 to $16 million in 1969; exports, mainly rice, rose by 5% to $14 million. Trade within the region is expected to increase at an accelerating rate as the benefits of lower tariffs offer increased incentives. Tariffs were removed on most items as of May 1, 1968, by members of the Caribbean Free Trade Association (CARIFTA—Guyana and the Commonwealth Caribbean islands). Tariffs on the remaining items are being removed in stages over periods of up to ten years.

Shift in import composition

A continuing need for a wide range of consumer and capital goods assures U.S. suppliers of export opportunities in Guyana, although some shift in the composition of imports is likely to result from the new economic policies being introduced by the Government. U.S. suppliers will continue to find ready sales for the types of capital equipment and supplies required to carry forward the various economic development undertakings now in progress or planned for the future, and sales opportunities in this category may well increase as the Government moves ahead with economic development.

A change in the other direction is more likely, however, in the category of consumer durables and private capital goods. The Government's new policy of Guyanization and the promotion of cooperatives in various areas of business activity will probably cause at least a temporary slowdown in purchases by private importers. A transition period of the type now in prospect can be expected to induce importers and retailers to adopt cautious attitudes, postpone purchases, and reduce inventories until business conditions become more stable and predictable.

Opportunities for private investment are numerous and varied, and more will come to light as surveys of natural resources identify new possibilities and an expanding infrastructure provides a base for industrial growth. However, private venture capital will find the operating terms and conditions inherent in the Government's new economic policies more restrictive than before, though no more so than in many other developing nations.

Investors will be expected, more than before, to broaden their responsibilities by seeking to become not merely profitable enterprises, but also community-minded corporate citizens actively interested in the growth of the country and the well being of its people. In material terms, this aspect of Guyanization will take such forms as equity participation by the Government or by cooperatives amounting to 51%, a figure often cited by Government officials in recent months as a minimum for new ventures.

Continuing potential

The economy continues to offer potential for a variety of ventures for traders and investors who are sufficiently enterprising to adjust to the new business climate rather than be deterred by it. The changes in economic orientation now evolving will entail some expansion of Government activity in areas that call for more administrative and managerial skill and experience than is yet available. Some trial and error will result, with the occasional faltering and temporary loss of momentum that the process entails.

However, this does not alter the essential soundness of the economy, which is characterized by continuing growth, a sound currency and relative price stability based on responsible fiscal policies, a labor force close to 90% literate, and a wealth of untapped mineral and forest resources awaiting exploitation. Given these basic assets, and the Government's continuing commitment to achieve its ambitious development goals, the longer-term growth prospects for the economy remain promising.

It appears that the new policies underlying Guyanization are to be carried out by direct Government participation in some areas of business activity. In other areas, the principal instrument will be various types of government aided cooperatives. The cooperatives are officially described as the principal device by means of which the Guyanese citizen, particularly in the middle and lower classes, will be able to enlarge his role in the economic life of the country.

Cooperatives are to be created, with Government advice and support, in all

XUM

major areas of economic activity. They are to constitute a third sector of the economy, the cooperative sector, which is to play its own role, distinct from that of the public and private sectors, in the development of the country. This new role is to be reflected in a new Ten Year Development Plan (1971-80) which is now being drawn up to replace the former Seven Year Development Plan (1966-72). The precise form the cooperatives will take, and the pace at which Gyanization is to be achieved, are not yet wholly evident. However, a few recent developments give some indication as to the trend that is emerging.

During the earlier part of 1970, the Government acquired controlling interests in a newspaper and in a prominent importing and merchandising concern in Georgetown. A National Cooperative Bank was also established with the Government holding a majority of shares, the balance to be sold mainly to cooperatives. Deposits are being invited from cooperatives and from the public at large, and depositors in the five existing commercial banks (all foreign-owned) are being encouraged to transfer their accounts to the new National Cooperative Bank.

Other Government actions

The Government has announced that a Cooperative Insurance Society is to be established shortly. It has also announced that it will soon begin talks with the two bauxite mining firms, subsidiaries of Canada's Alcan and Reynolds of the U.S., aimed at acquiring "meaningful participation" in their operations in Guyana.

In July, the Government established an External Trade Bureau and a Price Control Board. The latter is undertaking a study of prices in the domestic market with a view to identifying commonly-used consumables, such as essential foods and medicines, on which some importers or local manufacturers are said to be realizing excessive profits.

The External Trade Bureau is so far concerned only with trade with Communist countries. The announced purpose of placing controls on this trade is to prevent local importers from exploiting, in the form of increased mark-ups, the lower prices available in Communist countries, rather than passing the benefit on to the local consumer. As less than 1% of Guyana's import trade (and none of its export trade) is with Communist countries, the present scope of the External Trade Bureau's activity is very limited. But there have been public appeals from pro-Government sources, and from sources within the Government, to expand trade controls to cover imports from all countries.

Rising import market

Guyana's merchandise imports, covering a wide spectrum of consumer and capital goods, rose to a total of $118 million in 1969, up from $110 million in 1968. Export earnings of $117 million maintained a near balance on the merchandise account. Invisibles, mainly travel and transport, ran a deficit of more than $3 million, and repatriation of profits and interest accruing to foreign-owned enterprises rose to $20 million resulting in an overall deficit of about $24 million in the balance on goods and services in 1969.

These recent events and the Government statements of intent that accompanied them seem to presage a significant change in the direction the Guyanese economy is taking. It is too early to detect what the impact will be as reflected in numerical indices of performance; but informed opinion seems to feel that some temporary dislocations in the economy will develop as businessmen adjust to accommodate the Government's new economic policies.

Growth resumes

Meanwhile, Guyana is well into its sixth year of continuing economic growth, with a gross domestic product in 1969 estimated at $250 million at current prices. This represents an expansion by 8.5% during the year, and marks a resumption of the growth rate prior to the temporary loss of momentum in 1968 resulting from bad weather and labor unrest.

The adjusted GDP growth rate in real terms is about 5.5%, which reflects an inflation rate of about 3%. The consumer price index, which roughly parallels overall price movements, stood at 130.6 as of May 15 (1956=100), reflecting a rise of only 2.6% over the figure of 127.3 recorded one year earlier.

Capital account expneditures include relatively large public sector inputs planned for continuing improvement of river and sea defenses, road construction, modernization of the rice industry, improved pure water supply, surveys of forest and mineral resources, and teacher education and school construction. New projects are also planned for development of hinterland areas, mainly through road construction and establishment of inland agricultural settlements.

Rising prices and world demand boosted bauxite and sugar exports in 1969, in terms of volume as well as value, and prospects for 1970 are good. Bauxite production, all for export, rose to over three million tons, valued at $60 million, as against $51 million in 1968. Further increases in output are projected for 1970 with prices expected to hold at approximately current levels.

Sugar production, aided by favorable weather and relative labor tranquillity, reached a record level of 364,000 tons in 1969, a 15% increase over 1968. Exports rose to 333,000 tons, which earned $37.5 million in 1969, as against shipments totaling 306,000 tons with a value of $33.5 million in 1968.

A sugar production target of 375,000 tons has been set for 1970, but this may be too high. At mid-year, production was behind the 1969 level. However, harvesting of the autumn crop, which produces two-thirds of the annual output, has just begun, so it may yet be possible to reach the target if other conditions turn out to be favorable.

Labor may get restless

The other conditions are principally weather and labor relations. At this point they are equally unpredictable. Protracted wage negotiations with the dominant sugar workers union and controversial pending labor legislation both pose potentially troublesome issues.

The labor scene has remained relatively quiet since 1968 when strikes idled workers for a total of approximately 300,000 man-days, three-fourths of which were in the sugar industry. The year 1969 witnessed a loss of less than 40,000 man-days, and the first half of 1970 saw only one serious work stoppage when the sugar workers struck for seven days in March following a breakdown in wage negotiations. Harvesting of the important autumn crop of sugar cane takes place during most of the second half of the year, which means the industry is most vulnerable to work stoppages during the harvest season now commencing (July-December 1970).

A second unresolved issue and potential cause of labor unrest is a proposed Trade Disputes Bill, which has been under discussion by Government and labor representatives for over a year. The Bill would make arbitration by an industrial court mandatory when negotiations fail. It would also empower the Minister of Labor to refer any dispute to the industrial court, and would prohibit any strike or walk-out by workers while the dispute was under consideration by the industrial court.

Ceylon's path uncertain

Private interests mark time, awaiting clear definition of policies by new Government

Political developments dominate any consideration of current economic trends in Ceylon, according to the Economic Trends Report from the U.S. Embassy in Colombo.

In general elections held last May a coalition headed by Madame Sirimavo Bandaranaike achieved an overwhelming majority in parliament. The Coalition Government which she leads includes her own nationalistic and socialistic Sri Lanka Freedom Party, the Trotskyite Lanka Sama Samaja Party and the Communist Party's pro-Moscow wing.

The Coalition came into power committed to a Manifesto (party platform) subsequently adopted verbatim by the Parliament, which advocates, among other things:

- A mixed economy of state-owned heavy and capital goods industries, with other industries assigned to cooperatives and private enterprise;
- Legal provision for the State to acquire shares in both foreign and local companies;
- Ceylonization of ownership in private firms for industries in both the public and private sectors;
- Protection against foreign imports, and
- A National Plan to lay the foundation for a further advance toward a socialist society.

Government inherited problems

The new Government has inherited some difficult problems which are partly the result of declining prices for Ceylon's traditional commodity exports (tea, rubber, coconut make up over 90% of Ceylon's exports) concurrent with steadily increasing prices for essential consumer and capital imports. Ceylon's balance of payments gap has been steadily increasing. It had an adverse balance on trade of $113 million in 1969 and a current account balance of payment deficit estimated at $120 million.

There was a slowing of real Gross National Product growth from 8.3% in 1968 to 5.7% in 1969. Some observers predict a growth of only 3½% in 1970, which means there would be only marginal growth of per capita GNP in the face of a population growth of 2.2% per year. Inflation, which remained at an unalarming rate of 2-3% per year until recently, became a problem in 1968 and 1969 when the cost-of-living jumped an average of 6.8% per year.

The government is committed idealogically and politically to greater state control of the economy and foreign trade. Further, the economic problems enumerated above require close government control.

Some steps have already been taken. The Open General License system of imports which allowed entry of a wide range of imports without specific license as long as a premium rate was paid for the necessary foreign exchange has been cancelled. The government has reverted to the previous system of requiring a license for each import. There are indications of an intention to nationalize the foreign bulk petroleum business and there has been talk of nationalization of foreign banks but the formal decision has been postponed.

Economy is marking time

The economy, particularly the private sector, is presently marking time until more specific Government guidance on the private sector's role is forthcoming. The cancellation of the Open General License scheme has slowed imports and decreased industrial activity. The shortage of foreign exchange will continue to plague the economy for the foreseeable future.

Tea prices in the London market dropped 10% in 1969 and there are no signs of an early upturn. In addition, almost all of Ceylon's estimated rubber production is now committed for export to the People's Republic of China under a recently enlarged barter arrangement whereby Ceylon trades its rubber for China's rice. The barter agreement will help the government to meet its campaign pledge to increase the subsidized rice ration for consumers, but it will also result in decreased hard currency earnings from the world market. The Government hopes to bridge the balance of payments gap with foreign aid and with expanded exports of secondary food crops.

The climate in Ceylon for U.S. trade and investment is uncertain at present. The Government has not yet evolved a clear and coordinated policy toward foreign investment and trade. Imports and investment undoubtedly will be subject to more strict controls than before, but the economy does contain a wide demand for both consumer and capital items. The Government will attempt to grant preference for capital goods and, where competitive, American sellers may find a market for some items.

Construction has started on a large river valley development scheme, the Mahaveli River Project. Capital goods will be needed at various stages of the project but the price must be competitive with Japanese and other producers.

In summary the potential in Ceylon for American businessmen remains limited in respect to both markets and investment. Economic decisions made by the Government in the coming months will indicate whether American investment is welcome. In any case American business should keep Ceylon in mind as a market which has considerable scope when and if the economic climate evolves to a position where it can support the already existing large demand for goods and investment from abroad.

A MARKET OF CONSIDERABLE SCOPE will develop if Ceylon's potential for economic progress is fulfilled. Here, workers carry vegetables in the Pettah bazaar and market area of downtown Colombo.

XUM

Foreign investments in Canada reached C$46 billion in 1969

Fuller data for 1967 reveal that U.S. interests accounted for 81% of all long-term foreign investment in country

Foreign investments in Canada at the end of 1969 reached a value of C$46 billion, about C$6 billion over the 1968 figure, according to the Dominion Bureau of Statistics.

The 1969 total includes C$41 billion in long-term foreign investments, and an advance of C$3.5 billion in long-term capital reinvested earnings. Other shorter-term claims by nonresidents brought the total of Canada's external liabilities to C$46 billion.

Offsetting foreign investments in Canada were Canadian long-term investments abroad. The book value of these rose to over C$10 billion at the end of 1969. Other Canadian assets abroad, including accrued earnings and other claims by Canadians on non-residents, produced a total at the end of 1969 in excess of C$18 billion. A major increase in private holdings of foreign exchange was the principal factor in an increase of total Canadian assets abroad of C$2 billion during 1969.

More detailed data are now available for 1967. At the end of that year, foreign-owned long term investments in Canada amounted to C$34,702 million. The United States share was C$28,030 million or nearly 81% of all foreign long-term investments in Canada. The corresponding figures of U.S. holdings for earlier years were 80% for 1966, 75% for 1960, and 70% for 1945.

Direct investments owned in the United States, with a book value of C$17 billion at the end of 1967, an increase of 9.2% from C$15.57 billion in 1966, were the main sources of increase of total U.S. investment. But there were also substantial gains in U.S. holdings of Canadian Government securities and some gains in other portfolio holdings and investments.

Canada's gross assets abroad increased by C$1.1 billion to C$15 billion at the end of 1967. Canadian direct external investments at the end of 1967 had a book value of C$4,030 million, an increase of C$319 million over the 1966 figure. More than a quarter of this increase was in the United States, with investments in this country valued at C$2,190 million as of Dec. 31, 1967. Portfolio holdings of foreign securities by Canadians are estimated to have totaled about C$2 billion, consisting of about C$1,800 million in stocks and about C$200 million in bonds.

The above data are expressed in book values, which in many cases underestimate their current value. The exchange rate for U.S. dollars during the years discussed above was C$1 equals approximately 92.5 U.S. cents.

Algeria tightens import controls on variety of luxury and nonessential products

In conjunction with new controls on tourist allocations (see INTERNATIONAL COMMERCE Sept. 7, p. 29.), Algeria has added to the list of goods classified as importable only under specific licenses. To import these goods, which previously entered free, individual licenses are required from the Office of Foreign Commerce, Algerian Ministry of Commerce.

A wide range of products considered luxuries or nonessentials is affected, including a variety of foodstuffs, fruits and vegetable juices, film, leather goods, jewelry, gemstones and precious metals, mouldboard, men's, women's, and children's underwear, footwear, and hats.

A complete list of the products affected by the new Import Control Notice is available in French from the Africa Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-2436).

Mozambique distributor loses U.S. export rights over fertilizer shipment

The firm Armazens De Produtos Quimicos De Mocambique, Limitada, of Lourenco Marques, Mozambique, a warehouser and distributor of chemical products, has been denied all U.S. export privileges for an indefinite period for failing to account for the disposition of 20,000 tons of U.S.-origin fertilizer grade ammonia. The U.S. Department of Commerce reported that the material, valued in excess of $600,000, was exported to the firm in two shipments by a U.S. supplier in May and July 1969.

The Office of Export Control in the Department's Bureau of International Commerce (BIC) is conducting an investigation to ascertain the disposition of the material, particularly whether it was reexported from Mozambique to Southern Rhodesia in violation of the U.S. export control regulations.

Under the term of the order, all validated licenses in which the firm has an interest have been cancelled and the firm, its agents and employees are prohibited from participating in any transactions involving commodities or technical data exported from the United States.

The U.S. export control regulations provide that without authorization from the Department of Commerce, no party may trade in commodities or technical data exported from the United States with a party he knows has been denied export privileges.

Venezuela makes Margarita Island a free port area

On Sept. 8, Venezuela's President Caldera established the island of Margarita as a free port area. Items indicated by a Ministry official as likely to be included among those allowed free importation into Margarita are liquor, tobacco, jewelry, porcelain, crystal, photographic equipment, and some personal accessories, but not small electrical items. Visitors to Margarita who subsequently enter the Venezuelan mainland may purchase a maximum of 500 bolivares (about $111.11), per person (over 18 only), provided they have remained for at least three days. Those not entering the mainland are subject to no limitation on length of stay or value of purchases.

Duty-free shops will be licensed to operate in Pampatar, Punta de Piedras, and in certain areas of Porlamar. Persons wishing to establish shops must submit applications to the Ministerio de Hacienda, Direccion de Aduanas, 6° Piso, Edificio Norte del Centro Simon Bolivar, Caracas.

Export traffic course offered in Philadelphia

Philadelphia's Academy of Advanced Traffic will offer a course in Export-Import Traffic at its One East Penn Square headquarters on Tuesday nights from Oct. 27 to May 4. Instructor for the course will be Stanley Kaplan, a vice president of John H. Faunce, Inc. Tuition will be $195 plus a $20 enrollment fee. For more details call William J. Guest at LO 3-3061.

Brazil modifies import procedures

New regulations may be first step in significant import liberalization

Three laws greatly modifying the administrative procedures on Brazilian imports went into effect Sept. 1. The regulations may constitute the first step in a significant liberalization of the country's import system.

Resolution No. 60 of the National Council on Foreign Trade (CONCEX), abolishes the import license and groups imports according to: (a) imports permitted independent of the import permit (Guia de Importacao); (b) imports subject to the import permit, and (c) prohibited imports. The resolution also authorizes CACEX (Foreign Trade Department of the Bank of Brazil) to adopt a new format for the Guia, lists those commodities subject to prior authorization by CACEX before importation, and increases the validity period of the Guia from 120 days to 180 days.

CACEX circular No. 308 lists, in Annex A, those imports permitted without import permits. Of greatest importance to U.S. exporters are parts, pieces and accessories, exclusively for repair or maintenance in machines, equipment, appliances and instruments of a value less than $1,000 f.o.b. per shipment.

In addition, the CACEX resolution liberalizes import procedures by allowing presentation of a Guia de Importacao for various commodities after arrival in Brazil. Products granted such leniency are incorporated in Annex B and include such items as live plants, various minerals, and paper.

GECAM (Foreign Exchange Department of the Central Bank) Circular 155 allows foreign exchange contracts to be closed after arrival in Brazil of goods not requiring an import permit. The same resolution also restricts foreign credit terms to 180 days for the same imports.

Decree-Law 1111, effective as of July 10, grants authority to the Customs Policy Council to establish specific import duties in addition to ad valorem tariffs on commodities whose stated invoice price is less than the base price established by the Council. Base prices are to be reexamined every six months.

The Decree-Law also revokes the power given CACEX to establish minimum values (Decree-Law 730).

For further information, **write:** American Republics Division, BIC-886, U.S. Department of Commerce, Washington, D.C. 20230.

East Pakistan fertilizer plant, built with Japanese help, begins trial output

Trial production recently commenced at the East Pakistan Industrial Development Corporation (EPIDC) urea fertilizer factory about 30 miles from Dacca, East Pakistan. The plant was established by EPIDC, a quasi-government entity, at a total cost of $68.8 million with the foreign exchange component of over $35 million provided by a Japanese credit. Machinery and technicians under a turnkey contract were supplied by a Japanese firm.

One of the largest of its kind in the world, the factory will have a 342,000-ton-per-year capacity. Natural gas from the extensive reserves of the Titas gas field is the main raw material.

British property, investment currency markets merge

The British Treasury announced that the property currency market would merge with the investment currency market, effective Aug. 19. Before this, a British resident wishing to buy real property for personal use outside the sterling currency area had to purchase exchange through the property currency market at a premium as high as 70%.

This is in contrast to the premium on investment currency which is presently 25¾%. Proceeds from the sale of property deemed privately held for use by the owner may be sold in full at the investment currency rate, not subject to the requirement that 25% be surrendered at the official exchange rate.

Venezuela revises import policy on air conditioners

Venezuela has announced a new import licensing and assembly policy applying to automobile and window air conditioners and to ventilators, classified under tariff item numbers 716-12-01-4 and 716-12-02-19. Interested U.S. firms may obtain more specific information from the American Republics Division, BIC-886, U.S. Department of Commerce, Washington, D.C. 20230.

Libyan commercial code translated

New measure doesn't affect firms operating under Petroleum Law

English language translations from the full Arabic text of the new Libyan Companies Law, described in the May 25 issue of INTERNATIONAL COMMERCE, are now available to U.S. businessmen.

Under the terms of the new regulations, passed by Libya's ruling Revolutionary Command Council on May 2, partnerships and limited partnerships must be wholly-owned by Libyan citizens, while foreign participation not exceeding 49% is permissible in corporations only. No person may serve as the director of more than two corporations or be involved in the management of more than three firms.

Foreign firms may open branches in Libya for a five-year renewable term if their business activities include consulting engineering and/or technical services connected with the oil industry. Any branches of foreign firms not engaged in these activities must be liquidated within one year.

The law also states that 75% of corporation employees must be Libyan nationals and that wages and salaries paid to them must not be less than 65% of total payments. Companies currently operating under the Petroleum Law are *not* governed by the provisions of the new law.

For copies of the law, **write:** Africa Division, BIC-884, U.S. Department of Commerce, Washington, D.C. 20230.

French issue new rules on foreign borrowing

Borrowings abroad by residents of France, denominated in French francs, are now subject to regulation by the French Treasury.

The new measure will permit a close watch over such borrowings so as to avoid sharp interest rate increases in the international, Eurofranc, market, according to the Ministry of the Economy and Finance. In addition, foreign currency borrowings, converted into francs, can no longer be repaid in advance of maturity, unless outstanding for at least one year. The Ministry has indicated that short-term borrowings of this kind have become more and more popular with French business.

XUM

National monopoly controls Algeria's machinery imports

Firms agreeing to manufacture locally accorded preference

Algeria's national machinery monopoly, after a shaky start, is well on its way toward its goal of creating a basic machinery producing industry.

Created on Aug. 9, 1967, the Algerian state enterprise SONACOME (Le Societe Nationale Algerienne de Construction Mecanique) was entrusted with a threefold task—it was to study domestic demand for machinery, ensure the availability of sufficient machinery of various types to satisfy this demand, and, above all, to undertake the manufacture of as wide a range of machinery as was economically feasible.

At the present time, SONACOME effectively controls the importation of most categories of machinery into Algeria. Goods are ordered in its name directly from manufacturers, marked up by 8%-15%, and then distributed to agencies and dealers who had previously imported directly from abroad. Such direct control of machinery imports is enabling SONACOME to favor firms which have agreed to manufacture in Algeria or which offer the best terms. U.S. companies wishing to retain or expand their share of the Algerian market must be prepared to grant credit terms of 90 to 120 days and offer a set range of prices for extended periods of time.

Where to write

U.S. businessmen wishing to export mechanical equipment to Algeria should contact the following SONACOME divisions:

Division Commerciale Moteurs Machines Outils (specializing in the import and sale of valves, machine tools, and hydraulic equipment), Ex-CAMO, 123 Rue Hassiba Ben Bouali, Algiers; director, M. Kassa.

Division Carrosseries Industrielles (production of special equipment for vehicles), Avenue de Tripoli, Hussein-Dey, Algiers.

Division Bennes-Remorques et Bennes-Citernes (manufactures trailers, semi-trailers, tank cars, and similar items), Ex-COMAF, 1 Rue d'El Biar, El-Harrach, Algiers; director, M. Othman-Thani; or Ex-HANSSENS, 106 Rue de Tripoli, Hussein-Dey, Algiers; director, M. Kaci.

Division Commerciale Manutention (imports air compressors, fork lifts, and other types of handling machines), CADET Building, Avenue ALN, El-Harrach, Algiers; director, M. Beghdadi.

Division Commerciale Vehicules (imports commercial vehicles), ex-Simca/SADA, Avenue ALN, El Harrach, Algiers; director, M. Mimoum.

Division Commerciale Batiment-Construction (imports for the building and construction industries), Rue Dr. Saadan, Algiers; director, M. Bouchert.

Division Commerciale Genie Civil (civil engineering—imports large earth moving equipment), CADET Building, Avenue ALN, El-Harrach, Algiers; director, M. Djebar.

Division Commerciale Materiel Agricole (imports agricultural implements), 16 Blvd. Colonel Amirouche, Algiers; director, M. Djennane.

Libya enforces unused import regulation

The Bank of Libya recently instructed all commercial banks to enforce a regulation regarding import documentation which, though in effect since 1966, had not previously been enforced.

The regulation cited requires that when payments for imports are made against documents, a copy of the pertinent bill of lading, stamped by Libyan customs authorities to show that the goods were actually received, must be presented to the bank within 60 days of importation. Without the required certification, the importer will be denied import privileges until proper documentation can be provided.

Although this latest measure is designed primarily to tighten existing exchange control regulations, it places an additional administrative burden on banks and importers, already hard hit by Arabization and the loss of expatriate personnel, and will tend to further delay payments for imports.

EPIDC interested in bids on petrochemical complex

The East Pakistan Industrial Development Corp. (EPIDC) invites bids for equipment and construction of an estimated $210 million petrochemical complex at Ashaganj. U.S. firms interested in reviewing copies of the tender documents should contact Mr. A. M. A. Muhith, Economic Counselor, Pakistan Embassy, 2315 Massachusetts Ave., NW., Washington, D.C. 20008. (An article on the proposed petrochemical project was published in INTERNATIONAL COMMERCE Dec. 8, 1969, p. 29.)

Turkey lowers import fees in line with devaluation

Turkey recently announced several new economic measures to implement the devaluation of the Turkish lira from nine to the dollar to fifteen to the dollar. Of particular interest to U.S. businessmen are the reduction in the stamp tax on imports from 25% to 10%, and the 50% cut in the guarantee deposit requirement for most items.

The deposit rates for imports made under the Free Lists are now 45% and 60% (down from 90% and 120%) of the Turkish lira equivalent of the foreign exchange requested for goods on Lists I and II, respectively.

The rate for spare parts and components of land vehicles appearing in List II is decreased from 150% to 75%. The rates for imports made under quotas are 10% (from 20%) for industrialists and 25% (from 50%) for importers. The 1% deposit required for private investments is unchanged.

Detailed information on Turkey's basic import policy appears in OBR 69-45, *Foreign Trade Regulations of Turkey*, available for 15 cents from the U.S. Superintendent of Documents. This article should be considered as an addendum to that publication.

Honduras promulgates long-delayed mining code

After lengthy delays since its approval by Congress in October 1968, Honduras has published a new Mining Code. The new code, Decree No. 143, was promulgated in the official gazettes of July 8-10, but because of some printing errors, it was reprinted in the gazette of Aug. 13. Copies of the new code in both Spanish and English are available on loan from the American Republics Division, BIC-886, U.S. Department of Commerce, Washington, D.C. 20230.

Dominican Republic enacts new export incentive law

A new law in the Dominican Republic, No. 595, provides for a 95% rebate on import duties and production and sales taxes on components of exported goods. This rebate includes the internal consumption taxes paid on imports.

To obtain these benefits firms must apply to the Industrial Development Directorate and list among other information the amount of tax subject to possible rebate for each export unit.

U.S. Overseas Promotions pages 35-38

Sales opportunities in 7 U.S. commercial exhibitions, trade fairs, catalog exhibits, solo exhibitions and trade missions and 23 shows at the eight U.S. Trade Centers are being offered to present and potential U.S. exporters between now and June 8, 1971.

Another opportunity is the Sample Display Service. U.S. firms without agents in an area may use any Display Center to present product literature to prospective representatives. For information on the Centers in Addis Ababa, Beirut, Hong Kong and Nairobi, **write:** Sample Displays, BIC-918, U.S. Department of Commerce, Washington, D.C. 20230.

Each Trade Center exhibition is limited to one particular line of products. Centers are located in Bangkok, Frankfurt, London, Milan, Paris, Stockholm, Sydney and Tokyo.

For further information on the Trade Center shows and more facts on U.S. exhibitions at overseas trade fairs, **write:** Commercial Exhibits Program, BIC-932, U.S. Department of Commerce, Washington, D.C. 20230.

Trade missions are groups of U.S. businessmen organized to travel abroad promoting the export of U.S. goods and services manufactured by their particular industry. Some are organized and financed by the U.S. Government, others by various U.S. industries with Government approval and assistance. **Write:** Trade Missions Division, BIC-926, U.S. Department of Commerce, Washington, D.C. 20230.

THAILAND. Dental Catalogs. A display of product catalogs and literature of American manufacturers of equipment and supplies for dentistry will accompany the Sixth Asian Pacific Dental Congress and Exhibition in Bangkok. More than 800 delegates from the 13-member Asian-Pacific Dental Federation are expected. American firms interested in having their product catalogs exhibited at this event should mail the literature to: American Embassy, U.S. Trade Center, 971 New Rd., Bangkok. U.S. Dental Catalog Exhibit. Bangkok. Nov. 18-22.

SOUTH AMERICA. Food Processing & Packaging Machinery Trade Mission. Firms involved in the manufacture and/or sale of this equipment are invited to participate in a Trade Mission visiting Colombia, Panama and Costa Rica.

The Costa Rican economy is basically agricultural and economic growth will require increased processing of food. In Panama, the government has expressed strong interest in expanded earning opportunities for the rural population. Simultaneously the land reform laws tend to encourage large landowners into more rapid use of land. The combination should result in more food processing. Agriculture is an important part of the economic development plans of Colombia and processed foods are slated to play a role in their export expansion program. For information on the market and participation, call Larry Cozart, 202-967-2051. Food Processing & Packaging Machinery Trade Mission. Nov. 29-Dec. 16.

TAIWAN. Equipment for Business & Industry. Paced by a dynamic manufacturing sector, Taiwan's economy continues to experience rapid growth. The nation's gross national product during 1968 increased by 10.3% in real terms over 1967 with an expected similar growth rate during 1969. The industrial sector has averaged an annual rate of increase of about 18%. Chinese businessmen and Government officials recognize the need to achieve higher quality standards of production to compete overseas.

Diversification into an increasingly wide range of sophisticated semi-finished and finished products is not only occurring, but finding their way into new geographic areas. Concurrent with this change in export product mix is a rapidly growing need for imports of advanced production equipment. This will be the second U.S. commercial exhibition in Taiwan.

Based on market research conducted in Taiwan, the exhibition will feature equipment for the metalworking, food processing and packaging, construction, and plastic fabricating industries; test, measuring, and quality control instruments; and office equipment. In addition, other product lines identified as having good sales possibilities in Taiwan that will be exhibited include equipment for the chemical, textile, electrical and electronic industries; heating, ventilation and air conditioning equipment; and power hand tools. For further information on exhibiting in this growing market, contact Don Schmadel, 202-967-5286. U.S. Solo Exhibition. Equipment for Business and Industry. Taiwan. Nov. 30-Dec. 5.

MEXICO. Tourism Equipment. Equipment and services for Mexico's tourist industry having sales potential for U.S. exporters include: catering equipment, fast-food franchising, vending machines, ice-making and refrigeration equipment, laundry and dry cleaning facilities and recreational equipment.

The mission will visit Guadalajara/Puerto Vallarta, Nov. 30-Dec. 2; Acapulco, Dec. 3-5; Mexico City, Dec. 6-11. From Dec. 13-16, the Mexican Hotel and Motel Association will convene in Mexico City; mission members will have the opportunity to meet with the Association. American firms interested in the tourism mission should contact Samuel Cerrato, 202-967-3904. Tourism Trade Mission. Nov. 30-Dec. 16.

FRANCE. Transducers. In this $10 million market that is growing at the rate of 20% per year, customers think so highly of American-made transducers that 60% of the market buys U.S.; there is little effective competition. The direction the transducer market in France is taking is toward considerable growth, forecast in the 6th French Development Plan. This is expected to release substantial funding in university research, hospital facilities, air and water pollution, noise pollution and oceanography. These are all prime targets for additional sales penetration by American transducers. To capitalize on this outstanding marketing opportunity. Commerce has scheduled an exhibition of transducers at the U.S. Trade Center in Paris. Call 202-967-2795. Paris Trade Center. Dec. 1-5.

GERMANY. Dynamic Testing Equipment. The need for dynamic testing equipment is expanding at a rapid rate. In 1967, total German imports of electric and electronic dynamic testing equipment amounted to over $14 million, and in 1968, they rose to almost $19 million, a 34% increase in a single year. For further market information and details on how to participate in this event, call William Gaines, 202-967-4073. Frankfurt Trade Center. Dec. 7-11.

SCANDINAVIA. Automotive & Boat Repair, Test Equipment. Repair parts and accessories will also be shown at this exhibition because the channels of distribution and end-users of repair equipment, materials, and parts for these markets are the same. Products which may be exhibited include: tune-up kits, engine analysis equipment, dynamometers, wheel alignment testing apparatus, battery testers, automatic transmission testers, frame straighteners, head lamp aiming & test equipment, steam cleaning equipment, brake testing equipment, tire recapping equipment, boat engine test wheels, ignition test equipment, fiberglass repair equipment & materials, replacement parts and accessories.

Half of this repair equipment is imported into Sweden, and U.S. manufacturers are well regarded for having products of high quality and advanced technology. In Sweden alone, the annual bill for automotive maintenance and repair totals over $440 million. Gasoline station chains, especially, are upgrading and expanding their repair shops and will spend about $5 million next year on equipment for this purpose. Independent garages and auto dealerships still have the lion's share of the total repair business, and they are constantly upgrading their facilities.

In addition, the state inspection stations and some repair shops are already

XUM

beginning to place sizeable orders for engine emission analyzers. Total amount of automotive repair and test equipment to be purchased in Sweden alone next year should exceed $15 million. Swedish repairyards for boats are said to be inadequate and in need of modernization. For more information on Scandinavian markets and participation in this event, telephone Stanley Hays, 202-967-5751. U.S. Trade Center for Scandinavia, Stockholm. Dec. 7-12.

FRANCE. Materials for the Electronics Industry. The size of the French electronics industry is approximately the same as that of West Germany and Great Britain. Provincial figures indicate that industry sales advanced to a record $1.8 billion in 1969. Electronic components was the most buoyant sector of the industry during 1969 with an increase in sales of about 25%. The French Government is continuing its support of the electronics industry through Plan Calcul and Plan Composant. In order to remain competitive in world markets, French manufacturers of electronic equipment and components look to the United States for technologically advanced materials. For complete details on this event telephone Donald G. Johnson, 202-967-3352. Paris Trade Center. Jan. 18-22.

GERMANY. Chromatographic, Spectroscopic Instruments. Research indicates a $35 million market for chromatographic-spectroscopic instruments, with an annual market growth rate of 17%. There is a high usage ratio for chromatographic-spectroscopic instruments by industry, education and science. Germany's Federal Government has approved a $2.9 billion budget and allocations in it for industry, science and education are up 43% to $1.08 billion. Students familiar with chromatographic-spectroscopic instruments and methods are graduating from universities at an increased rate; in 1967, approximately 8,000 university students graduated from chromatographic-spectroscopic oriented courses. By 1980 the number of university students is expected to double from the current 496,000 to 1 million; also some 30 new universities are to be built by then. Call Don Schmadel, 202-967-4601. Frankfurt Trade Center. Jan. 18-22.

UNITED KINGDOM. Mini-Computing Equipment. The U.K. import market for computers and allied equipment is about $200 million and rising. U.S. exporters have about half of this market, and in the two-year period of 1967-69, U.K. imports from the U.S. advanced an estimated 33%.

Imports of small-sized systems are expected to rapidly replace imports of medium-sized systems over the next 5 years. Excellent sales prospects appear for both basic units and peripherals in the explosive market of newer, lower cost, mini-computing equipment. The exhibition will include mini-computers, desk top computers, sophisticated electronic calculators, data displays equipment, data collection and recording equipment, data terminals, and other elements of lower cost systems. Call Franc Manzolillo, 202-967-4443. London Trade Center. Jan. 25-29.

JAPAN. Test & Measuring Equipment, Instruments for the Electronics Industry. Japan's domestic consumption of these products reached a level of $94 million in 1968 and is expected to exceed $110 million in 1970. Imports accounted for 41% of total consumption or $38.8 million in 1968. All evidence indicates that the demand for U.S. manufactured test and measuring equipment and instruments will continue to grow, concomitant with an expanding electronics industry which experienced a 38% growth rate in 1969. A 26% increase is forecast for 1970.

Domestic producers of test and measuring products, with a limited number of design engineers on their staffs, have concentrated on the manufacture of products which have a mass market, enabling imports to satisfy the demand for the sophisticated products. For details call Henry Watts, 202-967-4512. Tokyo Trade Center. Jan. 25-30.

SCANDINAVIA. Metal Parts Production Equipment. This promotion will be directed at the 10,000 companies in the four Nordic nations involved in production and finish of metal parts.

The four Scandinavian countries invest over $160 million annually for metalworking equipment, and about two-thirds of this market is in Sweden, which has a highly advanced metalworking and engineering industry very competitive in world markets. In addition, considerable amounts are spent for testing and quality control equipment. Half of the metalworking equipment they use is imported, and Swedish tariffs are very low (generally about 5-6%) for this equipment. In Finland and Norway, there are no tariffs for many types of metalworking equipment which are not produced in those countries on an industrial scale. For additional details on the market and participating in the January exhibition call C. E. Walls, 202-967-4256. U.S. Trade Center for Scandinavia, Stockholm. Jan. 25-30.

FRANCE. Vacuum & Cryogenic Equipment. The application of vacuum and cryogenic equipment for research and industrial purposes is developing rapidly. Sales of vacuum products, currently estimated at about $21-25 million, are growing at a rate of about 10-15% annually. Sales of cryogenic equipment are estimated at $5.4 million. The French Government is placing heavy emphasis on encouraging modernization to enable French manufacturers to compete in the duty-free Common Market.

American equipment is highly regarded. Strong interest exists in the electronics and metallurgy field; two very important industries in France. Good sales prospects will also be found in the optical, pharmaceutical and plastics industries, as well as medical applications and French research laboratories. Call John L. Wolf, 202-967-3822. Paris Trade Center. Feb 8-12.

GERMANY. Computer Display Equipment. German purchases of electronic data processing equipment during 1969 were estimated to climb to $1.2 billion by the end of 1974. More than 75% of German equipment in use is of U.S. design. Germany continues to be the largest market for U.S. exports of electronic data processing equipment.

U.S. exports have nearly tripled between 1966 and 1969 and future growth appears certain as recent U.S. technological breakthroughs particularly toward miniaturization continues.

Estimates indicate that additional installations of EDP equipment will bring this total to 8,000 by the end of 1970 and to over 17,000 by 1974. For more marketing information on selling computer display equipment and facts on exhibiting in this promotion, contact Andre Williams, 202-967-2425. Frankfurt Trade Center. Feb. 15-19.

ITALY. Electromechanical Precision Parts. Electromechanical precision parts is a very healthy and expanding sector of Italy's vast electronic components market. In Italy today, there is a positive trend toward the use of advanced electromechanical precision parts in the production of consumer electronics, automobiles, machine tools, household appliances, aircraft and aerospace equipment. Italian industry is expanding at an average of 12% annually and if this trend continues the market could expand well beyond the conservative $40 million forecast for 1970 for electromechanical precision parts. For further information, call 202-967-5351. Milan Trade Center. Feb. 16-20.

UNITED KINGDOM. Training Aids for Business & Industry. The U.K. is the largest, fastest growing European market for training equipment and software. The Industrial Training Act of 1964 has involved almost all manufacturers in employee development. Industrial training has increased 25% with over 1.4 million employees being trained at any one time. Business schools are in a major growth phase and educational reform has quadrupled educational expenditures in the last 10 years. Training programs for educating computer systems designers, analysts, programmers and operators also offer an excellent market.

This exhibition of advanced training equipment and software will include systems for computer assisted instruction, teaching machines, training simulators, projection, tape, microfilm and transparency making equipment, VTR systems and the latest in educational software. Educational and training professionals in the business and industrial community, government, private training institutes, universities and business colleges, and other professional training organizations will be the focus of the promotional campaign. For details call Lee W. Swift, Jr., 202-967-4461. London Trade Center. Feb. 22-26.

JAPAN. Shipbuilding & Marine Equipment. Japan is the world's leading shipbuilder, launching 9.3 million gross-tons in 1969; it is also first in ship exports. At the same time, Japan is a major importer of shipbuilding and marine equipment, purchasing $47 million worth from overseas suppliers in 1969, of which $14 million came from the U.S.

Demands for oceanographic equipment are growing rapidly; and this equipment will also be featured in the exhibition. Imports rose from $3 million in 1967 to nearly $9 million in 1969.

Market research conducted in Japan identified good sales potentials for U.S. suppliers of the following equipment: navigation and communication, electronic, shipboard, marine (supplies), and oceano-

graphic including professional scuba, current measuring systems, and depth recorders. For additional information call William E. Dawson, 202-967-5682. Tokyo Trade Center. Feb. 22-27.

SCANDINAVIA. Electronic Components. This will be the third specialized exhibition of electronic components to be held in the U.S. Trade Center for Scandinavia, and it will be directed to the electronic equipment manufacturers in the Nordic countries which produce over $1 billion of electronic equipment and import the great majority—over $200 million—of their requirements for electronic components.

U.S. exports of electronic components to these companies jumped $9 million last year to a total of $35 million or 17% of the import market. Exports of many types of U.S.-made electronic components to Scandinavia, such as integrated circuits and semiconductors, doubled and tripled last year. Scandinavian electronic equipment production is continuing a two-year boom.

Any type of electronic components as well as related testing and assembly may be shown. For more information telephone A. J. Beiring, 202-967-3713. U.S. Trade Center for Scandinavia, Stockholm. Feb. 22-27.

FRANCE. Plastics Production Equipment. Increasing industrial and consumer demand for plastics products is being translated into an expanding market for U.S. manufacturers of machinery, controls, and materials for plastics production. Excellent opportunities exist for a variety of American equipment, especially large production capacity injection presses, extruders and impregnating plants, as well as machinery like blow moulders for small thick-walled containers.

Apparent consumption of plastics production machinery in France topped $50 million last year, less than half of which was satisfied by domestic production. Commerce is offering this specialized exhibition, the first of its kind in France, to help U.S. firms take advantage of this considerable marketing opportunity. For further information, call 202-967-2835. Paris Trade Center. Mar. 1-5.

ITALY. Metal Finishing & Surface Treatment Equipment, Suplies. Italy boasts one of the world's finest automobile industries, also the world's third largest household appliances industry. The Italian steel industry has been growing steadily, while its electronics industry has been growing rapidly. These and other industries, in one of the healthiest economic climates in Western Europe, spent an estimated $25 million in primary items of metal finishing and surface treatment products in 1969.

Demands are growing and Italian purchasing interest is directed increasingly towards more advanced American products and processes. Fully automatic equipment, the most advanced painting and coating equipment, advanced test instruments, ultrasonic equipment, specialized solutions and finishes, and a number of new processes are some of the items sought. Call 202-967-3968. Milan Trade Center. Mar. 8-13.

TRADE CENTER FACILITIES are open for use by American businesses for a variety of purposes—from seminars and sales clinics to introducing and promoting new products and acquainting new customers with established lines. Above, Robert McLellan, Commerce's Assistant Secretary for Domestic and International Business, receives a briefing on activities of the Tokyo U.S. Trade Center during a recent stop in Japan.

AUSTRALIA. Graphic Arts Equipment. While the Australian GNP was setting records in 1969, the graphic arts industry was expanding even faster. Because domestic production is able to supply a mere 9-10% of the total market for printing and bookbinding equipment each year, industry must rely on imports. In 1969 these amounted to $25.5 million, of which U.S. exporters were able to furnish a market-leading 34% share. Between 1963 and 1968, the Australian graphic arts industry increased its output by 64% to reach a production level of $651 million.

The success of U.S. firms in this field is largely attributable to the reputation they enjoy for producing modern machinery noted for its reliability, advanced technology, and minimum down-time. Australia has a large number of small and medium size circulation newspapers because of the widespread dispersion of its population. This becomes an important factor to U.S. firms seeking to enter into or to expand sales in the Australian market, because many of these papers are now switching from the conventional letterpress method of printing to more sophisticated forms. Australian buyers in the graphic arts field include 2,649 printing and stationery establishments employing 62,304 persons. Demands exist for offset presses, phototypesetting systems and automatic platemaking equipment.

Prospects for increases in U.S. exports of all types of graphic arts equipment look bright for the future, based on the continued health and expansion of the Australian economy. For further information contact Tom Mayfield, 202-967-4056. Sydney Trade Center. Mar. 15-19.

GERMANY. Analog & Digital Measuring, Recording Instruments. The market for measuring and recording instrumentation is strong and indications point to a steady growth. The total German market for this equipment grew approximately 40% during the 1967-69 period, from $120 million to over $168 million. Originally the center of the electrical measuring technique, West Germany has become an important customer for American manufacturers of measuring equipment, especially sophisticated, high precision types.

German industry, however, remains among the leaders in the field of standard electrical meters and measuring instruments and is a world competitor. Imports of measuring and recording instruments have been growing at an impressive rate —almost 46% in the 1967-69 period. For further information call 202-967-3088. Frankfurt Trade Center. Mar. 15-19.

JAPAN. Heating, Air Conditioning & Refrigeration Equipment. Demand in Japan for heating, air conditioning, and refrigeration equipment rose to almost $650 million in 1968, $37 million of which was imported from the U.S. Air conditioning and refrigeration equipment consumption tripled between 1966-68 while heating equipment demands doubled in the same period.

Prospects for further expansion of this market are excellent. The housing boom in Japan—3 million new starts in 1970 alone—is creating a new mass market for residential heating equipment. Local government and private sector concern about growing air pollution is stimulating development of plans for new heating and cooling systems which will use natural gas. This will require new high technology equipment available in the U.S. Commercial refrigeration demands con-

XUM

tinue to grow. Contact Maurice Shea, 202-967-4511. Tokyo Trade Center. Mar. 22-27.

FRANCE. Automotive Diagnostic & Service Equipment. France is on the verge of important developments in the areas of automotive safety and performance testing and servicing which will increase sales opportunities for U.S. manufacturers of a variety of equipment and instrumentation. The appearance of diagnostic centers, expanding services offered by major oil companies at hundreds of outlets, and the prospect of eventual obligatory periodic inspection of private vehicles in France are some major market factors.

Excellent sales prospects are reported for such diverse products as engine and chassis dynamometers and various electronic testing instruments, car wash equipment, automatic tire changing and mounting machines, and exhaust gases emission monitoring devices. For further information call 202-967-2795. Paris Trade Center. Mar. 29-Apr. 2.

ITALY. Dairy Processing Equipment. The Italian dairy processing industry is at a turning point. The rising economy has increased the Italian people's standard of living, causing a marked increase in demands for dairy products. To improve production capabilities and meet new consumer demands, the dairy industry must modernize its production techniques by utilizing more technologically advanced equipment. Over $22 million was invested in equipment for the industry in 1967-69.

This exhibition will be held in the agricultural pavilion of the International Milan Samples Fair. Call 202-967-4508. Milan Trade Center. Apr. 14-25.

SWEDEN. Pulp, Paper and Converting Equipment. Over 300 Scandinavian pulp and paper plants and numerous converters comprise an excellent market for the latest in U.S. machinery, controls, equipment and supplies. Swedish pulp and paper plants have been spending $200 million per year for new plants and equipment. The year 1969 witnessed new records in Swedish pulp and paper production as the industry operated at virtually full capacity. Total exports of paper and paperboard increased by 13% over 1968.

Scandinavian plants are forced by international competition to invest in modern, large-scale machinery. Sweden is undergoing modernization, capacity expansion and vertical integration of its pulp and paper industry. Products which may be exhibited include advanced pulp refining equipment, advanced waste paper cleaning systems, lead box and sheet forming machines, other advanced paper production machinery, paper coating machinery, paper converting machinery, such as winders, slitters, web control and inspection systems, and paper packaging machines, regulators and instruments for quality control and production, new board manufacturing resins, sizing agents and chemicals, water treatment equipment, electronic and computerized process controls and pollution control equipment. Call John R. Crown II, 202-967-4421. U.S. Trade Center for Scandinavia, Stockholm. Apr. 19-24.

FRANCE. Chemical Processing Equipment and Industrial Process Controls. The French chemical industry has an 8.5% growth rate; its output has nearly doubled in the last six years; capital investment is expected to be $750 million in 3 years, and $400 million in export sales opportunities for over five years is forecast. The French chemical industry has $4 billion to spend in the next five years on plant modernization and construction projects.

As one of the strongest sectors in the French industrial complex, the chemical industry leads the list consistently in annual growth and is now searching for the latest developments in plant automation and chemical processing equipment. Here is an opportunity to meet with French technicians and buyers in Europe's biggest chemical trade fair in 1971. For more information, call 202-967-2434. U.S. Commercial Exhibition. Salon International De La Chimie, Paris. Apr. 19-25.

ITALY. Advanced Medical Equipment. Italy plans to spend $480 million during 1971-1975 to expand its regional hospital system by 40,000 beds. An estimated $41 million will be spent on equipment, including intensive care equipment for over 2,000 beds. Market research has confirmed that U.S. suppliers have opportunities to sell various types of advanced medical equipment in this growing market to both public and private hospitals. For further information about the Italian market for advanced medical equipment and about the U.S. exhibition in May, call 202-967-3968. Milan Trade Center. May 19-23.

FRANCE. Aerospace Equipment. Air transportation in Europe, both passenger and freight, is expanding rapidly. Ground support facilities are becoming strained to overcapacity. Many airports, modern a few years ago, are becoming obsolete. New supersonic jets and high capacity aircraft will aggravate the situation. The growth in air traffic is expected to create a strong demand for all types of aircraft, components and related support equipment. The U.S. is a leader in finding solutions to aerospace problems.

Much of the free world's current demand for aerospace equipment and components is supplied by the U.S. or by foreign manufacturers under U.S. license. For the European aerospace industry, the need for efficient and economical equipment and components is urgent. U.S. manufacturers in this field have excellent prospects for sales. The Paris Air Show offers a unique opportunity to show the latest U.S. developments and promote the sale of U.S. equipment throughout the world. For information, call Charles M. Whitley, 202-967-4961. U.S. Commercial Exhibition, Paris Air Show. Paris. May 27- June 6.

SWITZERLAND. Environmental Pollution Control Equipment. Europe is more densely populated than the United States, and its industry has had a free hand for generations in polluting the environment. Although laws have been on the books for many years to require control of these pollution activities, it has been only recently that public consciousness is forcing governments to think seriously about enforcement. Switzerland plans to spend $2 billion within the current decade to clean up their water supplies.

France is pursuing control plans that will subsidize municipal water plants up to 70% of investment costs and industrial plants up to 50%. Belgium plans to spend $20 million in 1972 to protect underground and surface water. Italy is a serious offender in environmental pollution, and major plans are afoot to catch up quickly with her neighbors to the north. PROAQUA PROVITA is Europe's best known trade fair in the field of environmental pollution control. Three hundred manufacturers in water pollution, air pollution, and waste disposal equipment exhibit regularly, and more than 40,000 key decision makers in European government and industry attend. For additional information, call 202-967-3822. U.S. Commercial Exhibition, PROAQUA PROVITA. Basel. June 8-12.

Space fully booked

The following exhibitions and trade missions, in which all exhibit space has been reserved, are still open for visits by interested industry representatives. U.S. firms with sales representatives in the exhibitions' or missions' market areas and exhibitors may wish to ask local businessmen to visit them.

The shows are: Catering, Laundry & Hotel Maintenance Equipment, U.S. Commercial Exhibition, EQUIP'HOTEL, Paris, Oct. 8-19; Agricultural Machinery & Equipment, Bangkok Trade Center, Oct. 12-16; Air Conditioning & Refrigeration Equipment, Frankfurt Trade Center, Oct. 12-16; Electronic Computers and Peripheral Equipment, U.S. Solo Exhibition, Tokyo, Oct. 12-17; Pulp & Paper Processing and Conversion Machinery, Equipment, Milan Trade Center, Oct. 13-17; Service Industries Trade Mission, South America, Oct. 18-31; Industrial Assembly Equipment, Paris Trade Center, Oct. 19-23; Medical & Hospital Equipment, Tokyo Trade Center, Oct. 19-24; Agricultural Development Trade Mission, West Africa, Oct. 20-Nov. 5; Advanced Instrumentation Trade Mission, Scandinavia, Nov. 2-18; ELECTRONICA '70, U.S. Commercial Exhibition, Munich, Nov. 5-11; Tourism Equipment Trade Mission, Austria, Nov. 7-21.

Flow Automation Equipment, London Trade Center, Nov. 9-13; Biochemical Test & Control Equipment, Sydney Trade Center, Nov. 9-13; Industrial Air Treatment Equipment, Frankfurt Trade Center, Nov. 9-13; Fluid Power Systems, Tokyo Trade Center, Nov. 9-15; Packaging Machinery & Materials, U.S. Commercial Exhibition, EMBALLAGE '70, Paris, Nov. 9-15; Pumps, Valves & Compressors Trade Mission, South America, Nov. 9-20; Oceanology Equipment & Instrumentation, U.S. Commercial Exhibition, Interocean '70, Duesseldorf, Nov. 10-15; Industrial & Scientific Temperature Measurement and Control Equipment, Stockholm Trade Center, Nov. 16-21; Printing & Bookbinding, Food Processing, Packaging Equipment, U.S. Solo Exhibition, Copenhagen, Nov. 17-22; Computer Terminals & Peripheral Equipment, U.S. Commercial Exhibition, BIAS, Milan, Nov. 20-26; Lasers & Electro-Optical Equipment, Milan Trade Center, Nov. 20-26; Medical Engineering Equipment, London Trade Center, Dec. 7-11.

Investments, Licensing Opportunities

The Office of International Investment is presenting licensing and investment proposals from foreign firms in a new, time-conserving format to enable readers to pinpoint promising proposals in their fields of interest.

Each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification Manual. The specific product interests have been printed in bold type in each proposal to facilitate ready identification. The articles highlight the major features of each opportunity and include the name and address of the foreign company or the organization from which such information is obtainable.

U.S. firms interested in following up on specific opportunities are urged to write the Office of International Investment for complete details (see box). In addition, we shall continue to feature articles of general interest in the international investment field.

0120, 0811, 2420, 2430—NEW BRITAIN—U.S. firms are invited to participate in the **forestry and agricultural** development of large areas on the north coast of New Britain, Territory of Papua and New Guinea. Timber stands cover approximately 450,000 acres and contain an estimated 3 billion board feet of saw and veneer logs and 2 billion board feet of pulpwood. The agricultural area consists of about 56,000 acres. Proposals are invited for the development of either the forestry or agricultural projects separately, or for the integrated development of the entire area. The Director, Department of Forests, Konedobu, Territory of Papua and New Guinea. Maps and a brochure describing the proposed project are available on a loan basis from the Office of International Investment, U.S. Department of Commerce, BIC-878, Washington, D.C. 20230. **P-70841**

2011—MALAWI—Joint venture to produce **high quality beef for local commercial consumption.** Local group would contribute cattle, land and present equipment with U.S. partner providing remainder of equity. Production goals are 20,000 pounds of prime beef per month by 1972 and 40,000 by 1974. Mapanga Estate Ltd., P.O. Box 5833, Limbe, Malawi. **P-70847**

2034, 2834, 5048 — VENEZUELA — Business group seeks participants in a joint venture for commercial development of **plantains.** Group intends to market plantains, plantain flour and various pharmaceutical products derived from plantain extracts. Group has excellent supply connections with plantain producers. Dr. Luis Rondon Delgado, Federacion Campesina de Venezuela, Puente Mohedano, Edificio Planchart, Caracas, Venezuela. **P-70837**

2042, 2043, 2099—NETHERLANDS—Large Dutch manufacturer of cereals, rice products, custard powders, diet foods and other food specialties is interested in a license or joint venture for the manufacture in the Netherlands and sales in the Common Market of **supplementary specialty foods and compound cattle feeds, especially instant and pretreated foods and other convenience-oriented foods.** Firm employs 250 and has excellent facilities including road and waterway connections, packaging and storage facilities (10,000 metric ton silo capacity) and research laboratories. It has worldwide activities including export sales, licenses and joint ventures with extensive marketing experience in the agricultural sectors of the E.E.C. For additional details write the Office of International Investment, U.S. Department of Commerce, BIC-878, Washington, D.C. 20230. WTD. **P-70843**

2433, 3449—IRAN—Collaboration with U.S. firm, either through joint venture or licensing, sought for the manufacture of **prefabricated housing units** for industrial workers. Technical know-how is necessary. Company currently manufactures industrial-type trailers for use at plant and construction sites. Cost of proposed new venture is about $1.5 million and would be an expansion of present activities. Michael D. Erwin, Tolima Co., Inc. Ave. Eisenhower, Moghabel Vezarat-Kar, Tehran, Iran. WTD. **P-70846**

2732, 3861 — SWITZERLAND — Joint venture and licensing arrangements in the production **of high quality and advanced books and similar materials for educational purposes.** In addition it seeks **programmed instruction materials in book form, film strips, transparencies** and related products. The firm, while not equipped to produce audio-visual equipment, seeks to represent and distribute these items. The company, 125 years old, enjoys an impeccable reputation throughout Europe and has excellent sales facilities including a permanent exhibition of school materials and modern training aids. The Swiss firm is prepared to initiate a substantial advertising campaign to promote the sale of any U.S. products it may eventually manufacture and/or represent. W. Kuemmerly, President, Kuemmerly & Frey A. G., Hallerstrasse 6-12, 3001-Bern, Switzerland. WTD. **P-70840**

2834—ISRAEL—License to manufacture **pharmaceuticals.** Israel, Africa and the Far East will be markets. Presently manufactures and wholesale distributes medical supplies and pharmaceuticals. Operates laboratory. Currently markets 80 pharmaceutical products. SAM-ON Ltd.—Pharmaceutical and Chemical Laboratories, P.O. Box 1814, Tel Aviv, Israel. WTD. **P-70825**

2834 — SPAIN — Medium-sized firm established 1926 engaged in manufacturing and distributing pharmaceuticals seeks manufacturing licenses for **pharmaceutical specialties** registered in the U.S. and not available in Spain. The firm is also interested in purchasing the production equipment and machinery necessary for manufacturing these specialties. Company presently specializes in the production of solutions used for injections and makes a patented self-injectable vial for emergency use. Laboratorio Rapide, S.L., Apartado Postal 3.366, Madrid 20, Spain. WTD. **P-70829**

2891, 2899—ENGLAND — License for production and distribution of **special adhesives, sealants, decorative coatings, concrete treatments or related products** used in the building industry. Company is subsidiary of major building and civil engineering contractor and maintains a well developed distribution and sales network; its trade names are well publicized through construction industry journals. Firm enjoys good reputation. S.B.D. Construction Products Ltd., Denham Way, Maple Cross, Rickmansworth, Herts, England. WTD. **P-70834**

3079, 3634 — SWITZERLAND — Firm wants to expand by securing licenses for the manufacture of **electric and non-electric plastic household equipment and appliances.** It is especially interested in newly developed mixers, fruit and vegetable presses, hair dryers, electric tooth brushes, air humidifiers and items for industrial use. The firm currently specializes in the manufacture of a variety of plastic household appliances, toys and restaurant equipment, and maintains a department for the

XUM

addition of electrical motors and metal accessories to their plastic products. Mr. Steiner, Sales Manager, Gimelli & Co. AG, Bernstrasse 27, 3097-Zollikofen, Switzerland. WTD. **P-70823**

3272—AUSTRIA—Partner desired for expansion of construction firm to manufacture **prefabricated building elements and light concrete forms** under patents now held by company. Investment of about $1 million giving 49% participation with Austrian firm is offered. Present staff is 395 with order backlog amounting to $1.7 million. Dipl. Ing. Paul Maydl, Goethestrasse 7, A-4020, Linz, Austria. WTD. **P-70845**

3391 — KOREA — Large corporation seeks joint venture participation in the establishment of a new company to manufacture **forged crankshafts, connecting rods and other engine parts.** Capital requirements are estimated at $2.5 million and plant equipment will include forging presses with 4,000 ton capacity. Company presently manufactures farm machinery and marine diesel engines and has technical assistance and licensing agreements with three major foreign companies. The company also has applied for a $5.2 million Asian Development Bank loan to participate in a joint venture to manufacture farm machinery and tool plant with a U.S. corporation. Established 1947; employs 1,100; sales network in 45 Korean cities. Dae Dong Industrial Co. Ltd., No. 69.2, KA, Taep yong-Ro, Seoul, Korea. An illustrated company brochure is available on loan from the Office of International Investment, U.S. Department of Commerce, BIC-878, Washington, D.C. 20230. WTD. **P-70831**

3411—SAUDI ARABIA—Firm desires **joint venture to manufacture small metal cans;** initial use of the cans is intended for a local firm producing tomato paste. Management and technical expertise, financial participation and/or machinery is sought for project which will eventually produce 200 million cans annually. The total capital requirement estimated in excess of $1 million. Company also manufactures industrial gases and coastal tankers and barges. Firm president will visit U.S. this year and can meet with potential partners at that time. Abdullah Hashim Establishments, P.O. Box 44, Jidda, Saudi Arabia. WTD. **P-70838**

3500—KOREA—Joint venture to establish **heavy machinery complex for production of machine tools, construction equipment and castings.** Estimated cost of project is $40 million. Facilities to include foundry and machine, fabrication and assembly shops. Complex to be located near integrated steel mill now under construction. Limited details available from the Office of International Investment, U.S. Department of Commerce, BIC-878, Washington, D.C. 20230. **P-70849**

3561—FRANCE—License to manufacture high pressure **hydraulic pumps** and other hydraulic equipment related to its present product line. The Paris firm produces gears and pistons, control valves, filters, cylinders, pipes and fittings. It reports annual sales of about $1.3 million and would also consider a representation agreement. Jacques Bourgeois, President & General Manager, Societe REDAM, 50 Ave. Parmentier, Paris 11, France. WTD. **P-70828**

3569—SWITZERLAND—Leading manufacturer and supplier to Swiss fire departments of fire fighting and extinguishing equipment seeks license to manufacture in Switzerland additional lines of **fire fighting apparatus.** Firm dates to 1817; has reported average annual sales over $1 million. Manufactures wide range of water and chemical fire fighting equipment including stationary systems, and equips chassis, trucks and pumps for fire departments and civil defense agencies. Has solid financial position with ample funds for developing new business. Marcel Sachs, Sales Manager, Contrafeu AG., 3110-Munsingen, Switzerland. WTD. **P-70844**

3569, 3589—WALES—Company seeks license to manufacture **oil and chemical filters and filtration equipment for sewage and industrial effluents.** Firm is a wholly owned subsidiary of a U.S. corporation and manufactures and distributes environmental control equipment. Employs 200; annual sales of $450,000. D. S. Goldsmith, Aeronca Winslow Filters Ltd., Penarth Rd., Cardiff, Wales, CF17UG. **P-70833**

3576—GERMANY—Manufacturer, importer and distributor of **batch weighing belt scales** for all bulk goods; **measuring belt scales & vibrating auger type weighing machines** wishes to expand its line of products and seeks licenses from U.S. manufacturers of these products. Also markets live bins, continuous viscosimeters, weather ometers, launder ometers and accelerators. Annual sales volume reported at $1 million. Brabender Technologie KG, 51-55 Kulturstrasse, 41 Duisburg, Germany. WTD. **P-70842**

3651, 3662, 3811, 3861 — SWITZERLAND—An established Swiss distributorship of photographic equipment seeks license to manufacture in Switzerland **photographic equipment, closed circuit TV systems, video recorders and electronic measuring instruments.** Established in 1946; it employs 28 persons including traveling salesmen. Firm has substantial equity in other Swiss firms manufacturing electronic and high-precision apparatus and would conduct manufacture of the above mentioned equipment under license through these facilities. Has good bank references. Alexander E. Weinberger, I Weinberger, Foerrlibuckstrasse 110, 8005-Zurich, Switzerland. WTD. **P-70836**

3841 — BRAZIL — Firm established in 1965 seeks American know-how and exclusive licensing agreement to manufacture **medical, surgical, and hospital equipment.** It currently manufactures switches, cigarette lighters, and gasoline gages for auto manufacturers and home humidifiers. Firm believes little hospital equipment is presently produced in Brazil and wishes to apply its experience and plant equipment in this field. Capabilities include the thermal treatment of metals. Gerson Jungerman, Commercial Manager, T.T.M. — Tratamento Termico de Metais Ltda., Rua Barra do Tibagi 624, Sao Paulo, S.P., Brazil. WTD. **P-70824**

3949—GERMANY — Manufacturer of **tournament archery equipment and dart equipment** interested in an arrangement for exchange of know-how or other business arrangements under license or through joint-venture. The firm's products are established in German, EEC and EFTA country markets. Employs over 100 persons; has sales force for Germany and has reported annual sales of over $550,000. August Tinnefeld, Postfach 1606, 428 Borken/Westphalia, Germany. German language literature on firm's

For additional details

To obtain complete background information on the opportunities listed in this section or general assistance in investment abroad write: Office of International Investment, Department of Commerce, BIC-878, Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce, BIC-924, Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

product line available through the Office of International Investment, U.S. Department of Commerce, BIC-878, Washington, D.C. 20230. WTD. **P-70832**

4411—ST. PIERRE ET MIQUELON—Joint venture to establish a **summer season or all-year ferry link** between either a U.S. port or a Nova Scotia port and St. Pierre. Tourist business in St. Pierre has been increasing in recent years and regular, comfortable surface transportation should greatly accelerate its expansion. Jean-Pierre Andrieux, Manager, La Roncierre, St. Pierre, P.O. Box 297, St. Pierre et Miquelon. WTD. **P-70839**

4952—FRANCE—Joint venture for **installation of waste water treatment plants** in France and Europe. Firm established in 1933 has good reputation and enjoys an annual sales volume of $3 million. Pierre Claisse, General Manager, Enterprise Claisse, 7 rue Gustave Eiffel, 91-Morangis, France. WTD. **P-70835**

7013—TUNISIA—New Tunisian financial institution specializing in the development of tourism is interested in groups prepared to **develop services related to tourist accommodations** such as golf courses, pools, theaters, harbors, vacation villages, production of hotel supplies and equipment, tourist transportation, sightseeing tours, etc. Mr. A. Mathari, Director General, COFITOUR, 31, Ave. de Paris, Tunis, Tunisia. **P-70848**

Algeria publishes commercial guide

The Algerian Interests Section in Washington, D.C., has released a 20-page English language *Commercial Guide* to the nation's external trade sector.

The *Guide* provides background data on Algerian trading patterns and regulations and describes public and private-sector enterprises engaged in foreign trade.

A section covers the major import/export enterprises individually, including a comprehensive listing of the specific commodities traded by each firm. A succeeding section classifies trading enterprises according to major product area.

Write: Africa Division, BIC-884, U.S. Department of Commerce, Washington, D.C. 20230; or the Algerian Interests Section, Embassy of Guinea, 2118 Kalorama Road, NW., Washington, D.C. 20008.

American producers offered investment opportunities by 17 European companies

Products include fruit drinks, soups and sauces, textbooks, hairdressing aids, soap dispensers, razors, conveyor systems, and backrests for autos

A joint venture proposal by a German firm and several licensing opportunities from Austrian, Swiss, German, French and Dutch companies which would like their products manufactured in the U.S. are presented below.

For additional information plus the name and address of the foreign company, **write:** Office of International Investment, BIC-874, U.S. Department of Commerce, Washington, D.C. 20230, referring to the applicable **File** number assigned each opportunity.

2033 — GERMANY — Processing and bottling **fruit juices and drinks. File 1928**

2034 — SWITZERLAND — Dehydrated soup mixes, sauces, and broths. Offers manufacturing licenses and know-how. **File 1929**

2087—AUSTRIA—Pharmaceutical and dietetic products with a fructose base. Company is also interested in cross-licensing for sale in Europe of new ethical drugs and pharmaceutical substances. **File 1930**

2731—GERMANY—Printing and publishing of **school textbooks and workbooks. File 1931**

2821—GERMANY—A small firm specializing in production of **polyurethane-based liquid plastics** used as coating and sealing compounds in construction and maritime industries and as adhesives and cast resins in the electrical industry is proposing a 50-50 joint venture with a U.S. firm. Product is non-toxic, sets at room temperature to a Shore hardness of A-25 to D-90. The U.S. firm should have production and distribution facilities. About ten employees would be initially required. **File 1932**

2844 — GERMANY — Hair dressings, dyes, lotions and tonics, home permanent wave and other hair preparations. **File 1933**

3429 — NETHERLANDS .— Suitable **metal clamps and structural systems** for pallet racks, industrial and office partitioning, raised floors and other metal frame construction. This differs from many other systems in that protruding brackets in partitions and racks can be avoided and the connections (fittings, nuts, bolts) are completely recessed within the channel. **File 1934**

3461—GERMANY—Soap dispenser for travelers. **File 1935**

3535—GERMANY—Conveyor system for the movement of shopping carts and other like items. Company has patent on the system. **File 1936**

3542—FRANCE—One-step **hydroforming process** utilizes hydraulic and mechanical forces to shape cylindrical metal blanks into pulleys, flanged wheels or any other cylindrical objects, including objects with varying diameters. Finished product has uniform wall thickness. Developer will assist in tailoring process to U.S. requirements. **File 1937**

3569—FRANCE—Mobile unit **for cleaning airport runway lights** utilizes a fine cleaning powder, applied under pressure, to clean grime and grease from the lenses of flush center lights on airport runways. Can be mounted on a van for use by one driver-operator. Cleans 120 lights per hour. **File 1938**

3643—FRANCE—Automatic wire termination system. Company specializes in the fields of radio navigation, industrial measurement, opto-electronic, and geophysics. **File 1939**

3699 — GERMANY — Battery-operated **razor** combined with a flash-light, especially for tourists, campers, and other outdoorsmen. **File 1940**

3711—FRANCE—Vehicle and equipment for snow, ice removal. Vehicle uses jet aircraft engine, exhausted through nozzles, to melt and blow snow and ice on airport runways, highways or railroad roadbeds. Clears 130-foot-wide path through fresh snow at 10 m.p.h., or deices 80-foot-wide path at 3 to 6 m.p.h. Also dries surface to prevent new freezing. **File 1941**

3811—FRANCE—Chemical **rhenium extraction process** involves the use of acid solutions to extract rhenium, a metal used in alloys and gasoline production, from salts. **File 1942**

3842—AUSTRIA—Backrest for automobiles. Curvature is adjustable. Company also specializes in mattresses. **File 1943**

3964 — SWEDEN — Fastening devices. Picture hooks, wall pins, flex holders and fastening plates. Made of plastic with several thin steel nails. **File 1944**

XUM

NATO publishes tender on time code generator

The NATO Saclant ASW Research Center, La Spezia, Italy, issued Tender No. AC/11751 for the supply of time code generators and readers. The bid deadline is Oct. 27.

Bids should offer three time code generator-readers for control of an analog magnetic tape recorder.

Only U.S. firms certified by the Commerce Department are eligible to bid on NATO projects. U.S. firms interested in certification should contact the International Liaison and Trade Opportunity Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

Copies of tender announcements and specifications are available from: NATO Saclant ASW Research Center Viale San Bartolomeo, 92 La Spezia, Italy or on a short-term loan basis to firms located in the U.S. from the Communications Electronics Division, BDC-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-4823).

Tension straps and ladders sought by West Indies office

The Purchasing Officer, Trinidad, has issued Tender No. 2081 for 2,000 cross arm tension straps and 150 each 40 foot extension ladders. The bid deadline is Oct. 23.

Specifications may be obtained from the Purchasing Officer, Trinidad & Tobago Electricity Commission, 63 Frederick St., Port of Spain, Trinidad, W.I. or the Power & Electrical Equipment Division, U.S. Department of Commerce, Room 5886C, Washington, D.C. ★(202-967-4188).

Bids invited by Cameroon on concrete stadium projects

Cameroon has invited tenders for the construction of two stadiums for the cities of Yaounde and Douala. (Information on the call for design competition for this project was published Apr. 6 and Apr. 23, *Commerce Business Daily.*) Each reinforced concrete structure will seat 50,000.

Bidders must undertake to complete construction within 12 months of the order to begin. To prequalify, an intention to bid must be submitted before Oct. 15 to the Secretariat d'Etat au Developpement Urbain (Direction de la Construction), Boite Postale 1056, Yaounde.

The letter of intention should include: a) a complete list of similar projects undertaken, b) a complete list of heavy civil engineering and building equipment available for the project, c) bank references, and d) a list of qualified persons available for assignment to the project.

The calls for bids will include drawings, detailed measurements, and a price-quantity estimate format.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

011 Field crop farms

01120—ECUADOR—One hundred metric tons of cotton seeds for planting: Coker Carolina Queen; Coker 124-B; Coker 413. One metric ton of following varieties for use in experimental projects: Dixie King; Stoneville 213; Empire WR-61; Acala 1517-B; Delta Pine 45-A. Quotations requested c.i.f. Guayaquil. Delivery date: early December 1970. Correspondence requested in Spanish. Lcdo. Nicolas Valdano Raffo, Presidente Comision Nacional del Algodon (government agency), Casilla Postal 6688, Guayaquil.

202 Dairy products

● **20200—CEYLON**—Malted milk, 84,000 tins of 1 lb. each, 36 tins to a case. Bid deadline Oct. 27. Dept. of Health, P.O. Box No. 584, Colombo ★(202-967-4793).

205 Bakery products

20521 — SWEDEN — Biscuits, crackers. Svenska Chokladfabriks AB (importer, manufacturer), 590 60 Ljungsbro. WTD 7/70.

207 Confectionery

20716 — SWEDEN — Salted nuts, other

confectionery. Svenska Chokladfabriks AB (importer, manufacturer), 590 60 Ljungsbro. WTD 7/70.

227 Floor covering mills, products

22720—SWEDEN—Tufted carpets and rugs. Gosta Svensson Textil AB (importer, distributor), Frokontrollsgatan 5, S-421 31 Vastra Frolunda. WTD in preparation.

281 Industrial chemicals

● 28100—IRAN—Carbide, lump, 50,000 kgs., with a purity of 85% gas yield in normal conditions, 275-300 liters per kg., granulation 52-89 mm. according to Din 53922. Tender No. 1191/49; bid deadline 9 a.m., Nov. 18. Iranian State Railways, Tehran. Tender with specifications available from the Chemicals Division, BDC-665, U.S. Department of Commerce, Washington, D.C. 20230 ★ (202-967-5496). A copy of tender is also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

28122 — THAILAND — Soda ash, dense grade, synthetic type, big grains, 20,000 metric tons for three year contract, regular shipment for 700-900 metric tons per mo. Requests samples, c.i.f. Bangkok prices. Thai Asahi Glass Co. Ltd., Attn: Kiarti Srifuengfung, Man. Dir. (importer, manufacturer), 33-35 Rajdamnern Ave., Mansion 7, P.O. Box 216, Bangkok. WTD in preparation.

28150—ISRAEL—Anodizing colors, anilin pigments and printing pastes for application on anodized sheets of aluminum. Metalanod Factory (manufacturer), Industrial Center, P.O. Box 2511 Tel Aviv, Ramla. WTD in preparation.

28190 — PORTUGAL — Chromium and nickel salts for use in metal plating. Herbert W. Cassels, Filhos & Ca. Lda. (importer, distributor, retailer), Rua Mousinho da Silveira, 191, Oporto. WTD in preparation.

282 Synthetic materials

28213 — SPAIN — Polyethylene, low and high density. Vicente Torres Ruiz (importer, manufacturer), Avenida 18 de Julio, 51, Alacuas, Valencia. WTD 7/70.

283 Drugs

● 28300—MALAWI — The Government Medical Stores, Private Bag 10, Blantyre, has issued an invitation for bids for the supply of drugs and pharmaceuticals. Formal Tender Specification No. 70/9; bid deadline Oct. 29. Calls for bids on 120 items, including sulfuric acid, 2½ liters, 100 bottles; alcohol, 4 liters, 2,025 bottles; colamine B.P., 500 gm., 2,000 units; chloroform 500 ml., 600 units; ether, 500 gm., 2,000 units; sucrose, 50 kilo., 200 drums; and phenol crystals, 500 gm., 400 units. Copies of this tender are available from the Chemicals Division, BDC-665, U.S. Department of Commerce, Washington, D.C. 20230 ★ (202-967-3394). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

28340—AUSTRALIA — Anthelminthics, sulphonamides, cortisones. Vet-Lab (Aust.) Pty. Ltd. (importer, distributor), 1102 Glenhuntly Rd., Glenhuntly, Victoria. WTD 9/70.

28347—AUSTRALIA—Vitamins, iron injectables, antibiotics. Vet-Lab (Aust.) Pty. Ltd. (importer, distributor), 1102 Glenhuntly Rd., Glenhuntly, Victoria. WTD 9/70.

287 Agricultural chemicals

● 28700 — ECUADOR — Fertilizers, 16,000 metric tons, to be shipped in bags weighing 45 kg. each. An initial shipment of 6,000 tons with the following NPK formulas (2,000 tons, 10-40-10; 2,000 tons, 10-30-10; and 1,000 tons, each, of 6-24-24 and 12-24-12). The remaining 10,000 metric tons will consist of 6,000 tons with the same specifications as above, and 4,000 tons of triple superphosphate, 46% P_2O_5, and nitrogen base materials, ammonium sulfate, 21% N and ammonium phosphate (NPK 18-46-0). Tender number, additional details on shipping dates and the bid deadline not reported. Quotations are c.i.f. Guayaquil as soon as possible. Payment to be made in U.S. dollars. Address offers with complete specifications to Presidente, Banco Nacional de Fomento, Quito. Bid deadline and dates of shipments when available will be sent to Chemicals Division, BDC, U.S. Department of Commerce, Washington, D.C. 20230 ★ (202-967-3468).

301 Tires, tubes

● 30100—BURMA—Bids requested by the Myanma Export Import Corp. for 5,055 tires and tubes. Tender No. ETT-2 (T) CC/70-71; bid deadline Oct. 16, at 4 p.m. Chairman, Construction Corp., No. 60, Shwedagon Pagoda Rd., Rangoon, Burma. Tenders are available on a loan basis from the Chemicals Division, BDC-U.S. Department of Commerce, Washington, D.C. 20230 ★ (202-967-3381). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Office Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

306 Fabricated rubber products

30698—GERMANY — Fabricated rubber products, sole scraps of any kind and color. Ernst Sauerbrey & Co., Alfred Gehrig, (importer, distributor, agent), 2100 Hamburg 90, Karnapp 36 A. WTD 9/69.

307 Plastic products

30797—BELGIUM — Plastics, tableware, candy serving dish with lid. Direct purchase and agency. Etablissements Dany (importer, distributor, agent), 8 Rue de Genly, 7250 Eugies. WTD 9/70.

322 Glass, glassware

32210—AUSTRALIA—Glass bottles for injectables (medicinal use), 50 cc., amber-colored. Vet-Lab (Aust.) Pty. Ltd. (importer, distributor), 1102 Glenhuntly Rd., Victoria. WTD 9/70.

324 Cement

● 32400—PAKISTAN—2,500 long tons of ordinary gray Portland cement conforming to specifications ASTMC-150-64 type 1 or BSS-12/1958 as amended to date. Cement should be packed in 6 ply kraft paper bags, sea and rail worthy weighing 112 lbs., or 50 kgs. net per bag. Tender No. S-14/Cement/416/DTE/IDA/69-70; bid deadline Oct. 15. Purchaser is the Director of Supply & Inspection (Supply Wing), Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2, East Pakistan, cable address: "SUPPLY," Dacca. Set of tender documents giving terms and conditions of the tender and specifications of the cement may be seen in Room 5611 of the Construction and Building Materials Division, U.S. Department of Commerce, Washington, D.C. (202-967-3602). These documents are available for Rs. 25 or its dollar equivalent (not refundable) per set from the tender issuing authority.

326 Pottery, related products

32690—BELGIUM—Pottery, art, decorative, novelty, book ends, ashtrays. Direct purchase and agency. Etablissements Dany (importer, distributor, agent), 8 Rue de Genly, 7250 Eugies. WTD 9/70.

329 Abrasive, asbestos, nonmetallic mineral products

32910 — GERMANY — Polishing discs, rings and brushes of sisal, sisal cord, cardboard, special fibers, batiste, etc. Prices c.i.f. European ports. Gerd Rommerskirchen GERO Schleifmittel (distributor, exporter), 88 Hauptstrasse, 56 Wuppertal-Cronenberg. WTD 8/70.

32912—PORTUGAL — Diamond wheels. Direct purchase and agency. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

32913—PORTUGAL—Nonmetalic coated abrasive products and buffing wheels, polishing wheels and laps. Hamilton de Oliveira Neto Pinhal (manufacturer), Rua 23, No. 787, Espinho. WTD in preparation.

32913—PORTUGAL—Nonmetalic coated abrasive products and buffing wheels, polishing wheels and laps. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

32932—GERMANY—Gaskets, all types and packing and asbestos insulations. Werner Bandermann VDI (importer, distributor, agent), 2000 Hamburg 71, Hellbrookkamp 58. WTD 9/70.

331 Steel mill products

● 33100—INDIA—Supply of stainless steel plates and boiler plates of various sizes and quantities. Tender No. T-1417; bid deadline Nov. 3. Triveni Structurals Ltd., Allahabad. Copies of tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

XUM

33124—PORTUGAL—Structural shapes. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

33127 — PORTUGAL — Stainless steel plates, shapes. ARSOFI-Industrias Metalurgicas Arlindo S. Pinho, Lda. (manufacturer), Vale de Cambra. WTD in preparation.

335 Rolling, drawing, extruding of nonferrous metals

● 33500 — ARGENTINA — Aluminum cable, underground, armored 54,000 meters 3 x 240 plus 1 x 120 mm², 21,000 meters 3 x 185 plus 1 x 95 mm², 15,000 meters 3 x 95 plus 1 x 50 mm²—all for 1.1 kv service tension and covered by Tender No. 3033. Also 162,000 meters 3 x 300 mm², 18,000 meters 3 x 185 mm², 12,000 meters 3 x 120 mm² for 13.2 kv service tension, Tender No. 3035; bid deadlines are Oct. 21. Financed by IDB loan. Conditions and specifications available for 50 Argentine pesos each tender from Segba, Officina Compras Exterior, Balcarce 184, Buenos Aires.

● 33500 — COSTA RICA — Supply of 36,500 meters of copper conductor cable with thermo-plastic cover PVC (Type TW) for 600 volts. Supplied in coils or rolls with wrapper marked to identify contents. Tender No. 1887; bid deadline Oct. 21. Contact, Instituto Costarricense de Electricidad, Proyecto Hidroelectrico de Rio Macho Ampliacion No. 1—Tapanti San Jose, Costa Rica.

● 33500—GREECE—Supply of naked and PVC copper clad steel wire in various quantities and sizes. Tender No. 6811; bid deadline Oct. 15. Contact Tenders Committee of OTE, President of the Tenders Committee, 6 Klissovis St., Athens, 6th Floor, Room 3.

● 33500 — IRAN — Supply of telephone cables, lead sheathed and screened loading-coil cases of various quantities and sizes. Tender No. 49/14; bid deadline Nov. 14. Contact Sherkat Sahami Telephone Iran, Takhte Jamshid Ave., Shiraz Sq., Tehran, Iran.

● 33500—MALAYSIA—Supply and erection of 132kv and lower voltage power and auxiliary control cables at Tuanku Ja' afar Power Station, Port Dickson, Malaysia, and 132kv cables at the same site and at Kuala Lumpur South 275/132kv Switching Station. Tender No. 1901/22; bid deadline Nov. 17. Contact Messrs. Preece, Cardew & Rider Paston House, 165/167 Preston Rd., Brighton BN1 6AF, England.

33510 — ISRAEL — Copper rods, hot-rolled/electrolytical for production of cables. Sederot Works Ltd.—Cables of Israel (importer, manufacturer), 1 Hayesod St., Jaffa. WTD in preparation.

33522—JAMAICA—Aluminum discs for production of pots and pans. Specifications as follows: gauge .024-.140 inch; diams. 5.5-39.5 inches. Purchases will be in single size lots of one-half to two metric tons each, total annual need of 150 metric tons. Carib Metal Works, Ltd. Attn: Rupert Chinsee (manufacturer), Falmouth. Cable address: Caribmetal. WTD in preparation.

342 Hand tools, hardware

34231 — PORTUGAL — Mechanics' hand service tools. Agostinho Ricon Peres (importer, distributor, retailer), Rua de Santo Antonio, 184-A, Oporto. WTD in preparation.

34231 — PORTUGAL — Mechanics' hand service tools. Direct purchase and agency. Gomes de Castro & Irmao, Lda. (importer, distributor, agent), Rua Santos Pousada, 842, Oporto. WTD 10/69.

344 Fabricated structural metal products

● 34400—ARGENTINA—Supply and install Part II—oil storage tanks and mobile oil treating plant. Interested firms contact Hidroner S.A., Av. Leandro N. Alern 1074, Piso 3°m Buenos Aires, Argentina. No bid deadline specified.

● 34400 — CEYLON — The Director of Health Services, Colombo, Ceylon, has issued a tender for the supply of: 1) 25 Liquid HCN Cylinders, each Cylinder containing 75 lbs. liquid HCN (Hydrocyanic Acid) of the highest commercial purity 96%; 2) HCN Discoids, 1,250 lbs. in tins of various sizes. Bid deadline Oct. 27. Copies of specifications and conditions of tender documents are available from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008. Reference COM/TEN/70/28.

34442—THAILAND—Ductile iron pipes and steel iron pipes with cement mortar inside coating (AWWA C 205-62). Requests catalogs, c.i.f. Bangkok prices. Natee Thong Ltd. Partnership (importer, construction contractor), 23 Visutkasat Rd., Bangkoonprom Square, Bangkok. WTD in preparation.

34443—GERMANY—Containers, metal. Prices c.i.f. European ports. Direct purchase and agency. Brabender Technologie KG (importer, distributor, manufacturer), 51-55 Kulturstrasse, 41 Duisburg. WTD 8/70.

345 Screw machine products

34521—PORTUGAL—Rivets. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

349 Fabricated metal products

34944 — GERMANY — Hydraulic drives for ball and flap controlled valves. Prices c.i.f. European ports. Direct purchase and agency. GEFA Industriearmaturen GmbH (importer, distributor), 29 Brambauer Strasse, 46 Dortmund-Brechten. WTD in preparation.

352 Farm machinery

35228—PORTUGAL—Feeding systems. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

35228 — SPAIN — Forage machinery. Comercial de Mecanizacion Agricola, S.L. (importer, distributor), Don Ramon de la Cruz, 98, Madrid (6). WTD 7/70.

353 Construction, mining, materials handling machinery, equipment

● 35300—EL SALVADOR—One tractor front end loader, diesel engine of 70 h.p., 2,000 r.p.m., minimum lift capacity 7,000 lbs., scraper/bucket of 1¼ or 1½ cu. yd., traveling on crawler treads. Specifications are in Spanish. Tender No. 124(70); bid deadline Oct. 23. Comprador III—Proveeduria General, Avenida Espana 613, San Salvador. Specifications are available on a short term loan basis from the General Industrial Equipment Division, BDC-647, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5585).

35310—PORTUGAL—Construction machinery, equipment. Direct purchase and agency. MAOLEX-Sociedade de Representacoes para a Construcao Civil e Industria, Lda. (importer, distributor, agent), Rua de S. Braz, 124, Oporto. WTD in preparation.

35318 — GERMANY — Construction machinery; all types of "new to the market" road building, excavating machinery. Prices c.i.f. European ports. Direct purchase and agency. Erich Huegel & Co., Baumaschinen (importer, agent, wholesaler), 23 Kulturstrasse, 41 Duisburg. WTD 8/70.

35318 — PORTUGAL — Bottom trailers, sand and gravel spreading. Direct purchase and agency. SIMET-Sociedade de Intercambio Mercantil e Equipamento Tecnico, Lda. (importer, distributor, agent), Rua de Joao das Regras, 366, Oporto. WTD in preparation.

35361—PORTUGAL—Hoists. Sociedade Metalurgica Marinhense, Lda. (manufacturer), Guarda Nova, Marinha Grande. WTD in preparation.

35370—PORTUGAL—Industrial trucks, tractors. Sociedade Metalurgica Marinhense, Lda. (manufacturer), Guarda Nova, Marinha Grande. WTD in preparation.

35370—PORTUGAL—Materials handling machinery, equipment. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer), Ovar. WTD 6/69.

354 Metalworking machinery

● 35400 — INDIA — Two heavy duty double ended wheel lathes, 1,400 mm. diameter face plate, 1,800 to 2,750 mm. between centers, 450-500 mm. bed depth. Tender No. 408/12/005/30.5.70; 408/12/014/1.7.70; bid deadline Oct. 23; IDA credit. Directorate General, Supplies and Disposals, Jeevantara Building, Parliament Street, New Delhi. Copies of tender documents (Ref. No. CDN/ENG/142) available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008 for $2.50 per copy.

● 35400—INDIA—Vertical plano-milling machine with 54" table for machining locomotive components, Tender No. CI/NS/C/M&P/70-71/602 bid deadline Nov. 20; and one floor type horizontal boring and milling machine for machining truck frames, Tender No. CI/NS/C/M&P/70-71/603, bid deadline Nov. 27. Controller of Stores, Chittaranjan Locomotive Works, 4 Chittaranjan Ave., Calcutta 13. Copies of tender documents are available for $3.35 each from the Director General, India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● 35400 — INDIA — Three commutator mica undercutting and chamfering machines. Tender No. 504/12/097/14.7.70; bid deadline Oct. 28. Directorate General, Supplies and Disposals, Jeevantara Bldg., Parliament St., New Delhi. Tender documents are available from the India Supply Mission, 2536 Massachusetts Ave.,

NW., Washington, D.C. 20008 for $1.50 per copy.

● **35400 — PAKISTAN** — Metalworking equipment, including: 10 floor model ½" drill presses; ten 6"x6" capacity power hack-saws with 0.5 h.p. motor; five pedestal grinders with 1/3 h.p. motor; three 30" band saws with 3 h.p. motors; 24 4"x17½" anvils; five 50 pound power hammers with 2 h.p. motor; 20 high speed steel reamers; five sets various size chisels; and 10 portable shears, 22 gauge capacity. Tender No. S-12/194/D/68-69/II, bid deadline October 20. Director of Supply and Inspection, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2. Copies of tender documents are available from the above address for Rs10 ($2.10) per copy.

● **35400 — PAKISTAN** — Engineering plant stores, including: five 17" floor model drill presses; six pedestal type tool grinders; five vertical milling machines with 3 h.p. motor and 40"x11" table; five horizontal milling machines with 28"x7" table; 350 milling cutting tools, various kinds and sizes; three pillar drilling machines; five metal band saws; and 10 dial test indicators. Tender No. S-12/194/C/68-69/II; bid deadline Oct. 15; IDA financing. Director of Supply and Inspection (Supply Wing), Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2. Tender documents are available from the above address for Rs. 25 ($5.25) per set.

35410—PORTUGAL—Machine tools, metal cutting types. Antonio Ferreira Rito & Filhós, Lda. (manufacturer), Rua de Santo Andre, 77-79, Braga. WTD in preparation.

35410—PORTUGAL—Machine tools, metal cutting types. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

35410 — PORTUGAL — Electrical discharge erosion machines. Anibal H. Abrantes (manufacturer), Apartado #14, Marinha Grande. WTD in preparation.

35410 — PORTUGAL — Tools and equipment for working with asbestos-cement, copper and plastic pipe. Direct purchase and agency. J. Lemos Junior & Ca. Lda. (importer, distributor, agent), Av. Paiva Couceiro, 320, Oporto. WTD in preparation.

35411—PORTUGAL—Machine tools, metal cutting types. Edilasio Carreira da Silva (manufacturer), Apartado #22, Marinha Grande. WTD in preparation.

35411—PORTUGAL—Machine tools, metal cutting types. Emimold (manufacturer), Marinha Grande. WTD in preparation.

35411—PORTUGAL—Machine tools, metal cutting types. Serralharia Regil, Lda. (importer, manufacturer), Rua Brito e Cunha, 240, Matosinhos. WTD in preparation.

35411—PORTUGAL—Machine tools, metal cutting types. Edilasio Carreira da Silva (manufacturer), Picassinos, Apartado #22, Marinha Grande. WTD in preparation.

35411—PORTUGAL—Machine tools, metal cutting types. Lismolde-Jose de Barros Rosa, Lda. (manufacturer), Alto Vieiro, Leiria. WTD in preparation.

35411—PORTUGAL—Machine tools, metal cutting types. Anibal H. Abrantes (manufacturer), P.O. Box No. 14, Marinha Grande. WTD in preparation.

35411—PORTUGAL—Machine tools, metal cutting types. NOVATECA-Sociedade Industrial de Moldes, Lda. (manufacturer), P.O. Box No. 56, Marinha Grande. WTD in preparation.

35411—PORTUGAL—Machine tools, metal cutting types (die-sinking machines). Sociedade Metalurgica Marinhense, Lda. (manufacturer), Guarda Nova, Marinha Grande. WTD in preparation.

35411—PORTUGAL—Machine tools, metal cutting types. Metalurgica da Sismaria, Lda. (manufacturer), Leiria, Gare. WTD in preparation.

35411—PORTUGAL—Machine tools, metal cutting types. Direct purchase and agency. A. Spratley da Silva & Filhos, Lda. (importer, distributor, agent), Rua do Campo Alegre, 144, 1, Oporto. WTD in preparation.

35411—PORTUGAL—Machine tools, metal cutting types. Direct purchase and agency. J. Lemos Junior & Ca. Lda. (importer, distributor, agent), Av. Paiva Couceiro, 320, Oporto. WTD in preparation.

35412—PORTUGAL—Drilling machines. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

35413—PORTUGAL—Gear cutting and finishing machines. Sociedade Comercial do Vouga, Lda. (importer, distributor, manufacturer), P.O. Box #7, Agueda. WTD in preparation.

35413—PORTUGAL—Gear cutting and finishing machines. Serralharia Regil, Lda. (manufacturer), Rua Brito e Cunha, 240, Matosinhos. WTD in preparation.

35413—PORTUGAL—Gear cutting, finishing machines. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

35414—PORTUGAL—Grinding and polishing machines. Hamilton de Oliveira Neto Pinhal (manufacturer), Rua 23, No. 787, Espinho. WTD in preparation.

35414—PORTUGAL—Metal surface finishing machines. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

35414—PORTUGAL—Grinding and polishing machines. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

35415—PORTUGAL—Lathes. Serralharia Regil, Lda. (manufacturer), Rua Brito e Cunha, 240, Matosinhos. WTD in preparation.

35418—PORTUGAL—Saws and sawing machines. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

35419—JAPAN—Labor saving attachments for machine tools. Shinnichi Sangyo Co., Ltd. (importer, manufacturer), Ichiriyama-cho, Kariya City, Aichi Prefecture. WTD in preparation.

35421—PORTUGAL—Bending and forming machines, metal working use. MOLA-FLEX-Molas Flexiveis, Lda. (Attn: Luis Jorge de Oliveira Dias) (manufacturer), S. Joao da Madeira. WTD in preparation.

35421—PORTUGAL—Punching, shearing, bending, and forming machines. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

35421—PORTUGAL—Roll forming machinery. Vilarinho & Moura, Lda. (manufacturer), Rua Comandante Quelhas Lima, S. Mamede de Infesta. WTD in preparation.

35421—PORTUGAL—Forming and bending machines, metal working use specially for stainless steel plate work. ARSOFI-Industrias Metalurgicas Arlindo S. Pinho, Lda. (manufacturer), Vale de Cambra. WTD in preparation.

35422 — PORTUGAL — Metalworking presses. Hamilton de Oliveira Neto Pinhal (manufacturer), Rua 23, No. 787, Espinho. WTD in preparation.

35422 — PORTUGAL — Metalworking presses. Direct purchase and agency. A. Borges do Amaral (importer, distributor, agent), Rua de Fernandes Tomas, 471, Oporto. WTD in preparation.

35422 — PORTUGAL — Machine tools, metal cutting types. Empresa Electro Ceramica, S.A.R.L. (Attn: J. Barbosa) (manufacturer), Candal, Vila Nova de Gaia. WTD in preparation.

35422 — PORTUGAL — Punching, shearing, bending, and forming machines; presses. Serralharia Regil, Lda. (manufacturer), Rua Brito e Cunha, 240, Matosinhos. WTD in preparation.

35422 — PORTUGAL — Metalworking presses. F. Ramada-Acos e Industrias, S.A.R.I. (importer, manufacturer, agent), Ovar. WTD 6/69.

35423 — PORTUGAL — Threading machines. Oliveira & Ferreirinhas, Lda. (manufacturer), 15582 Estrada Exterior da Circunvalacao, Matoshinos. WTD in preparation.

35423 — PORTUGAL — Threading machines. Jorge A. Ferreirinha (importer, manufacturer, agent), Avenida da Boavista, 4851, Oporto. WTD in preparation.

35423—PORTUGAL—Can making machines. Sousa, Valente & Ca. Lda. (importer, distributor, manufacturer), Rua de Justino, Teixeira, 601, Oporto. WTD 2/69.

35441—PORTUGAL—Die sets, jigs and fixtures. Vilarinho & Moura, Lda. (manufacturer), Rua Comandante Quelhas Lima, S. Mamede de Infesta. WTD in preparation.

35441—PORTUGAL—Special dies and tools, die sets, jigs and fixtures. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

35441—PORTUGAL—Die sets, jigs and fixtures. Direct purchase and agency. J. Lemos Júnior & Ca. Lda. (importer, distributor, agent), Av. Paiva Couceiro, 320, Oporto. WTD in preparation.

35441—PORTUGAL—Die sets, jigs and fixtures. NOVATECA-Sociedade Industrial de Moldes, Lda. (manufacturer), P.O. Box No. 56, Marinha Grande. WTD in preparation.

35441—PORTUGAL—Die sets, jigs and fixtures. Metalúrgica da Sismaria, Lda. (manufacturer), Leiria, Gare. WTD in preparation.

35441—PORTUGAL—Die sets, jigs and fixtures. Emimold (manufacturer), Marinha Grande. WTD in preparation.

XUM

35442—MALAWI—Tire molds for manufacturing cycle tires, inner tubes; size of tire: 28"x1½" and 26"x1½". Complete price lists, illustrations requested. Omar Nurmahomed & Co. (Pvt.) Ltd. (importer, distributor, manufacturer), P.O. Box 305, Lilongwe. WTD in preparation.

35451—PORTUGAL—Small cutting tools for machine tools, metalworking machinery. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

35451—PORTUGAL—Small cutting tools for machine tools, metalworking machinery. J. Pereira da Silva (importer, distributor, retailer), Rua Mousinho da Silveira, 330, Oporto. WTD in preparation.

35451—PORTUGAL—Small cutting tools for machine tools, metalworking machinery. Hamilton de Oliveira Neto Pinhal (manufacturer), Rua 23, No. 787, Espinho. WTD in preparation.

35451—PORTUGAL—Small cutting tools for machine tools, metalworking machinery. Direct purchase and agency. A. Borges do Amaral (importer, distributor, agent), Rua de Fernandes Tomás, 471, Oporto. WTD in preparation.

35451—PORTUGAL—Tool bits, coolant pumps. Lismolde-José de Barros Rosa, Lda. (manufacturer), Alto Vieiro, Leiria. WTD in preparation.

35451—PORTUGAL—Small cutting tools for machine tools, metalworking machinery. Direct purchase and agency. J. Lemos Júnior & Ca. Lda. (importer, distributor, agent), Av. Paiva Couceiro, 320, Oporto. WTD in preparation.

35451—PORTUGAL—Small cutting tools for machine tools and metalworking machinery for super finishing. Metalurgia Casal, Lda. (manufacturer), Estrada da Tabueira, Esgueira, Aveiro. WTD in preparation.

35452—PORTUGAL — Precision measuring tools. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

35453 — GERMANY — Screw drivers operated pneumatically and electrically. BUKAMA GmbH, Mr. Fachmann, (importer, distributor, manufacturer), 3000 Hannover, Luetzowstrasse 8-10. WTD in preparation.

35453—PORTUGAL—Attachments and accessories for machine tools, metalworking machinery. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

35481—PORTUGAL—Tube mill machinery. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

35482—PORTUGAL—Power-driven hand tools, including parts, attachments. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

355 Special industry machinery

● **35500—BURMA**—Ammonia refrigerant automatic ice flake factory with capacity to produce 25 tons of flake ice per 24 hours. Also to be included: ice storage equipment for 170 ton storage room and ice transport equipment to transport 15 tons of ice per hour. Tender No. 20(T)-MCY/PPFB/69-70; bid deadline Oct. 31. Dy Chairman, People's Pearl and Fishery Board, Merchant St., Rangoon. Specifications are available on a short term loan basis from the General Industrial Equipment Division, BDC-647, U.S. Department of Commerce, Washington, D.C. 20230 ★ (202-967-558).

●**35500—PAKISTAN**—Construction, erection, commissioning and supply of equipment for petrochemical complex. Bid deadline Jan. 14. Tender documents can be obtained, at a cost of RS. 5,000 ($1,-050 equivalent), from the Senior Executive, Planning, East Pakistan Industrial Development Corp., EPIDC House, Motijheel, Dacca; or can be viewed by interested U.S. firms at the Pakistan Embassy, 2315 Massachusetts Ave. NW., Washington, DC. (202-332-8330).

35531—GERMANY—Woodworking machinery, tools and equipment. Prices c.i.f. European ports. Direct purchase and agency. Maschinen-Kaul, Heinrich Kaul & Sohn (importer, agent), 369 Koelner Strasse, 4 Duesseldorf. WTD 8/70.

35531—PORTUGAL—Woodworking machinery. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

35531—PORTUGAL—Woodworking machinery. Direct purchase and agency. SIMET-Sociedade de Intercambio Mercantil e Equipamento Tecnico, Lda. (importer, distributor, agent), Rua de Joao das Regras, 366, Oporto. WTD in preparation.

35531—PORTUGAL—Woodworking machinery. Direct purchase and agency. Luis Carneiro (importer, agent), Av. Fernao de Magalhaes, 722, Oporto. WTD in preparation.

35540 — PORTUGAL — Bagmaking and printing machines for PVC and polyethylene materials. Direct purchase and agency. Luis Carneiro (importer, agent), Av. Fernao de Magalhaes, 722, Oporto. WTD in preparation.

35551—SAUDI ARABIA—Machinery to paint and print on sheet metal used in manufacture of tin cans. Abdullah Hashim Establishments (importer, distributor, manufacturer), P.O. Box 44, Jidda. WTD in preparation.

35591—GERMANY—Chemical manufacturing industries machinery, equipment. Prices c.i.f. European ports. Durrwerke AG (distributor, manufacturer), 2 Homberger Strasse, 403 Ratingen. WTD 9/70.

35591—SAUDI ARABIA—Machinery for complete plant to manufacture liquid oxygen and liquid nitrogen with special colon for argon; capacity 500-1,000 cubic meters per hr. Interested in both new and used equipment. Abdullah Hashim Establishments (importer, distributor, manufacturer), P.O. Box 44, Jidda. WTD in preparation.

35592 — PORTUGAL — Foundry machinery, equipment. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer), Ovar. WTD 6/69.

35593—JORDAN—Plastic working machinery for production of plastic pipes from size ¼ inch to 2½ inch diameter; machinery for production of vinyl floor tiles. Request literature, prices and details of any suggested licensing agreements for both items via airmail. Farradj & Co. (importer, distributor, manufacturer), P.O. Box 974, Amman. WTD in preparation.

35593—PORTUGAL—Extrusion and injection molding plastics-working machines. Direct purchase and agency. Luis Carneiro (importer, agent), Av. Fernao de Magalhaes, 722, Oporto. WTD in preparation.

35594—MALAWI—Machinery for setting up cycle tire and inner tube factory. Production up to 2 million tires and tubes per yr. Size of tire: 28" x 1½", 26" x 1½". Offers to include provision for installation and know-how. Omar Nurmahomed & Co. (Pvt.) Ltd. (importer, distributor, manufacturer), P.O. Box 305, Lilongwe. WTD in preparation.

35595—PORTUGAL—Laminating presses. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

35595 — PORTUGAL — Cultured marble production systems. Anibal H. Abrantes (manufacturer), Apartado No. 14, Marinha Grande. WTD in preparation.

35595 — PORTUGAL — Cultured marble production systems. NOVATECA-Sociedade Industrial de Moldes, Lda. (manufacturer), P.O. Box No. 56, Marinha Grande, WTD in preparation.

35595 — PORTUGAL — Cultured marble production systems. Edilasio Carreira da Silva (manufacturer), Picassinos, Apartado No. 22, Marinha Grande. WTD in preparation.

356 General industrial machinery

● **35600 — BURMA** — Supply of swimming pool equipment and materials including pumps, chlorinators, filters, gate valves, pipes, tees, etc. Tender No. TCP/11/S.P.-1; bid deadline Nov. 20. Construction Corp., Office of the Assistant Command Engineer, Construction No. 19, No. 228-234, Bog oke Aung San St., Rangoon. Specifications are available on a short term loan basis from the General Industrial Equipment Division, BDC-647, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5585).

● **35600—INDIA**—Twelve compressed, air operated booster fans with a capacity of 4-5 cumm/sec., overall fan diameter approximately 600 mm; overall length approximately 800 mm; water gage 100-120 mm. Tender No. COSP/GKJ/Sud/A. Booster Fan/30-R; bid deadline Oct. 14. Chief of Stores and Purchase, National Coal Development Corp. Ltd., Darbhanga House, Ranchi, Bihar. Specifications are available on a short term loan basis from the General Industrial Equipment Division, BDC-647, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5585).

● **35600 — SOUTH AFRICA** — Two 228 m.t./hr, five zone reheat pusher furnaces and auxiliaries, complete with associated mechanical and electrical plant and equipment, for 80 inch semi-continuous hot strip mill. Tender No. V191; bid deadline Oct. 19. The Head, Capital Buying, South African Iron & Steel Industrial Corp. (ISCOR), P.O. Box 450, Pretoria, Transvaal. Enquiry documents are available at the above address against a deposit of R100.00 ($140) refunded on a receipt of a bona fide tender.

35612 — PORTUGAL — Hydraulic fluid power pumps, motors. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

35662 — GERMANY — Industrial drives. Prices c.i.f. European ports. Direct purchase and agency. Kauermann KG (wholesaler), 24 Rotthauserweg, 4 Duesseldorf-Gerresheim. WTD 8/70.

35672 — PORTUGAL — Metal processing and heat treating equipment. Antonio Ferreira Rito & Filhos (manufacturer), Rua de Santo Andre, 77-79, Braga. WTD in preparation.

35690—IRELAND—Industrial filtration equipment. Bluepool Ltd. (importer, distributor, agent), The Palms, Roebuck Rd., Dublin 14. WTD 8/70.

35690—PORTUGAL—Machinery for production and assembling of lighting fixtures: switches, circuit breakers, threaded necks for bulbs, etc. Empresa Electro Ceramica, S.A.R.L. Attn, Mr. J. Barbosa (manufacturer), Candal, Vila Nova de Gaia. WTD in preparation.

35690—PORTUGAL—Feeding and counting systems for high production parts; sprinkler systems, automatic for fire protection. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

357 Office, computing, accounting machines

35760—GERMANY—Batch weighing belt scales for all bulk goods; vibrating auger type weighing machines; measuring felt scales. Prices c.i.f. European ports. Direct purchase and agency. Brabender Technologie KG (importer, distributor, manufacturer), 51-55 Kulturstrasse, 41 Duisburg. WTD 8/70.

358 Service industry machines

35851 — GERMANY — Air conditioning equipment, humidifiers, dehumidifiers. Prices requested c.i.f. European ports. Alfred Kaut & Co., Wuppertal-Elberfeld (importer, distributor), 33-35 Tannenberg Strasse, 56 Wuppertal-Elberfeld. WTD 9/70.

35853—GERMANY—Refrigerators, commercial, for chemical industries, medical purposes. Prices c.i.f. European ports. BOREAS Tiefkuehl- und Gefrierschranke GmbH (agent), 115 Rheinallee, 4 Duesseldorf-Oberkassel. WTD 9/70.

35853—PORTUGAL—Commercial refrigerators, related equipment. Direct purchase and agency. Miguel Correia (Refrigeracao Frilandia) (importer, distributor, manufacturer), Rua Egas Moniz, 263, Oporto. WTD in preparation.

35857 — PORTUGAL — Air conditioners, bus. Alfredo Caetano (manufacturer of bus and truck bodies), Rua Visconde das Devezas, 568, V.N. de Gaia. WTD in preparation.

35890 — CANADA — Water treatment, sewage treatment and sewage pumping equipment. Direct purchase and agency. M & M Engineering, Ltd. (industrial construction), Electric Bldg., O'Leary Ave., P.O. Box 9157, St. John's, Newfoundland. WTD in preparation.

35892 — GERMANY — Water softeners, conditioners. Prices requested c.i.f. European ports. Alfred Kaut & Co. (importer, distributor), 33-35 Tannenberg Strasse, 56 Wuppertal-Elberfeld. WTD 9/70.

35892 — GERMANY — Water treatment units, as well as control valves, timers, etc. for water filters. Chemie und Filter GmbH (importer, manufacturer, exporter), 27 Albert Fritz-Strasse, P.O. Box 467, D-6900 Heidelberg. WTD 8/70.

359 Machinery

35990—GERMANY—Bellows, expansion joints. Werner Bandermann VDI (importer, distributor, agent), 2000 Hamburg 71, Hellbrookkamp 58. WTD 9/70.

361 Electric transmission, distribution equipment

● 36100—ARGENTINA—Supply and install contract 311: Part I, 132 kv, 3,500 mva circuit breakers and auxiliary equipment. Contact Hidronor S.A., Av. Leandro N. Alem 1074, Piso 3°, Buenos Aires, Argentina. No bid deadline specified.

● 36100—NIGERIA—Supply 32 each transformers, 1,000 kva to 7,500 kva capacity. Tender No. ENC32; bid deadline Oct. 22. Three sets of specifications available for approximately U.S. $280 from the Secretary, Corporations Standing Tenders Board, P.M.B. 12055, 30 Marine, Lagos, Nigeria.

● 36100—THAILAND—Supply of approximately 30 sets of 12 kv indoor metal clad switchgears, copper buses, with circuit breakers having symetrical breaking capacity at 12 kv of 36 ka. Tender No. MEA-PSD-210; bid deadline Nov. 5. Specifications available from Power and Electrical Equipment Division, Room 5886C, U.S. Department of Commerce, Washington, D.C. ★(202-967-4188).

● 36100—THAILAND—Supply 3 each 69 kv air sectionalizing switches and five each 115 kv air break switches, three phase, gang operated one way, horizontal right hand opening, upright, 1,200 ampere continuous rating 40,000 amp., momentary rating, phase over phase pole mounted, manually operated. Tender No. MEA-PSD-208; bid deadline Oct. 29. Purchase and Stores Department, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok 2, Thailand. Specifications available from Power & Electrical Equipment Division, Room 5886C, U.S. Department of Commerce, Washington, D.C. ★(202-967-4188).

36111—GERMANY—Electrical integrating instruments. Voss & Stange OHG (importer, distributor), 3012 Langenhagen, In den Kolkwiesen 68. WTD 5/70.

36112—GERMANY—Testing equipment for testing electrical radio and communications circuits, motors. Voss & Stange OHG (importer, distributor), 3012 Langenhagen, In den Kolkwiesen 68. WTD 5/70.

36113—GERMANY—Measuring and testing devices for research and development. Voss & Stange OHG (importer, distributor), 3012 Langenhagen, In den Kolkwiesen 68. WTD 5/70.

36132 — PORTUGAL — Circuit breakers. Jose de Barros Rosa, Lda. (manufacturer), Apartado 110, Leiria. WTD in preparation.

362 Electrical industrial apparatus

● 36200—LIBYA—Supply 3 generator units, 60 mw capacity each. Tenders No. 56/70/71; bid deadline Dec. 1. Documents with specifications available from Libyan Electricity Corp., Sciara Aleppo No. 1, Tripoli, Libya, at U.S. $28 for two copies. Tenders must be accompanied by U.S. $280,000 guarantee.

36220 — PORTUGAL — General industry power circuit devices, controls. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer), Ovar. WTD 6/69.

36231—PORTUGAL—Arc welding machines, components, and accessories, except electrodes. Hamilton de Oliveira Neto Pinhal (manufacturer), Rua 23, No. 787, Espinho. WTD in preparation.

366 Communications equipment

36623—GERMANY—Alarm systems preventing housebreaking, theft etc. Armaturenfabrik Ernst Horn KG (importer, distributor, manufacturer), 239 Flensburg, Munketoft 42. WTD in preparation.

367 Electronic components, accessories

36740—PORTUGAL—Photoelectric cells, for textile use in color pattern copying. Mablenite-Malhas, S.A.R.L. (manufacturer), Apartado No. 14, S. Mamede de Infesta. WTD in preparation.

36795—PORTUGAL—Electronic equipment and devices for use in machine tools, other industrial machinery. Alfredo Cardoso & Ca. Lda. (manufacturer), Rua Antonio Bessa Leite, 991, Oporto. WTD in preparation.

372 Aircraft, parts

37291—FRANCE—Aircraft equipment, components, replacement, spare parts, accessories, as well as supplies of all types designed for utilization on light-duty passenger airplanes (up to 300 HP). Descriptive literature, price lists requested. SIRBAIN (Ets. P.) (importer, distributor, agent), 61 rue Georges Chaulet, 40 Dax. WTD 9/70.

374 Railroad equipment

● 37400—CAMEROON—Supply of 200 railroad freight cars and 6 passenger coaches for the Cameroon Railway. Bid deadline Oct. 26. IBRD financing. Tender documents in French available for review in the Transportation Products Division, BDC, U.S. Department of Commerce, Room 5091, Washington, D.C. 20230 (202-967-4816).

● 37400—IRAN—Supply of 100 freight cars to be used to transport rail. Tender No. 18-49; bid deadline Nov. 1. Financing offers requested with tender. Tender documents available from Iranian Economic Mission, 2233 Wisconsin Ave., NW., Washington, D.C. 20007. Reference No. 73112.

381 Engineering, laboratory, scientific, research instruments

38112—GERMANY—Test result readers, other laboratory instruments. Voss & Stange OHG (importer, distributor), 3012 Langenhagen, In den Kolkwiesen 68. WTD 5/70.

38112—ISRAEL—Vacuum equipment for vapor deposition (laboratory or pilot plant), capable of accommodating up to 8 pieces 1 x 3" each. The Weizmann Institute of Science (educational/research institution), Polymer Dept., Rehovoth. Attn.: Mr. S. Windreich. WTD in preparation.

XUM

38113 — GERMANY — Laboratory furniture. Prices c.i.f. European ports. Hirtz & Co., KG, Hospitalwerk (importer, distributor, manufacturer, retailer), 180 Bonner Strasse, 5 Koeln-Bayenthal. WTD 8/69.

382 Instruments for measuring, controlling, indicating physical characteristics

38210 — GERMANY — Launder-ometers; continuous viscosimeters; accelerators. Prices c.i.f. European ports. Direct purchase and agency. Brabender Technologie KG (importer, distributor, mfg.), 51-55 Kulturstrasse, 41 Duisburg. WTD 8/70.

38213—GERMANY—Testing equipment for coil coating plastic and lacquer, sheet metal, weathering and corrosion. Prices c.i.f. Hamburg or Bremen. Erichsen GmbH & Co., KG (distributor, manufacturer, exporter), 14 Am Iserbach, 587 Hemer-Sundwig/Westfalen. WTD 5/70.

38213—PORTUGAL—Thermometers, industrial use. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

38216 — PORTUGAL — Hydraulic and pneumatic control components. Direct purchase and agency. Eng. Gustavo Cudell (importer, distributor, agent), Rua do Bolhao, 157, Oporto. WTD in preparation.

38216 — PORTUGAL — Hardness testing equipment. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

38216—PORTUGAL — Hardness testers. Serralharia Regil, Lda. (manufacturer), Rua Brito e Cunha, 240, Matosinhos. WTD in preparation.

38220 — GERMANY — Weather-ometers. Prices c.i.f. European ports. Direct purchase and agency. Brabender Technologie KG (importer, distributor), 51-55 Kulturstrasse, 41 Duisburg. WTD 8/70.

38220—GERMANY—Automatic temperature controls. Voss & Stange OHG (importer, distributor), 3012 Langenhagen, In den Kolkwiesen 68. WTD 5/70.

383 Optical instruments, lenses

38311—GERMANY—Spectrographs, spectrometers. Prices c.i.f. Hamburg or Bremen. Wolfgang Zeh (importer, manufacturer, retailer), 12 Salmstrasse, 41 Duisburg-Meiderich. WTD 6/70.

384 Surgical, medical, dental instruments

38410 — GERMANY — Warm air inhalators; surgical, medical instruments, apparatus. Prices c.i.f. European ports. Hirtz & Co., KG, Hospitalwerk (importer, distributor, retailer), 180 Bonner Strasse, 5 Koeln-Bayenthal. WTD 8/69.

38423—PORTUGAL—Personal industrial safety devices. F. Ramada-Acos e Industrias, S.A.R.L. (importer, manufacturer, agent), Ovar. WTD 6/69.

38423—PORTUGAL—Personal industrial safety devices. Serralharia Regil, Lda. (manufacturer), Rua Brito e Cunha, 240, Matosinhos. WTD in preparation.

394 Toys, amusement, sporting goods

39420—BELGIUM—Stuffed toy animals and dolls. Direct purchase and agency. Etablissements Dany (importer, distributor, agent), 8 Rue de Genly, 7250 Eugies. WTD 9/70.

39493—GERMANY—Feathers and arrow shafts. Prices c.i.f. European ports. August Tinnefeld (distributor, manufacturer), Postfach 1606, 428 Borken/Westf. WTD 9/70.

Pakistan deadline lengthened

The West Pakistan Railway Board has extended the bid deadline on Tender No. PR 1/69/Telcom/1 for the supply of telecommunications equipment from Sept. 16 to Oct. 31. (See INTERNATIONAL COMMERCE, Aug. 24, p. 40 and *Commerce Business Daily*, Aug. 12, p. 18.)

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N.MEX., 87101, U.S. Courthouse. Area Code 505,843-2386.

ANCHORAGE, ALASKA, 99501, 412 Hill Bldg., 632 Sixth Ave. Area Code 907, 272-6531.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St., NW. Area Code 404, 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301, 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205, 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617, 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716, 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803, 577-4171.

CHARLESTON, W.VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304, 343-6181 Ext. 375 and 376.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Area Code 307, 778-2220.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 S. Dearborn St. Area Code 312, 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513, 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216, 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214, 749-3287.

DENVER, COLO., 80202, Room 161 New Customhouse, 19th and Stout Sts. Area Code 303, 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515, 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313, 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919, 275-9111.

HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203, 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808, 546-5977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713, 226-4231.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904, 791-2796.

KANSAS CITY, MO., 64106, Room 1840, 601 E. 12th St. Area Code 816, 374-3141.

LOS ANGELES, CALIF., 90024, 11th Floor, Federal Bldg., 11000 Wilshire Blvd. Area Code 213, 824-7591.

MEMPHIS, TENN., 38103, 710 First American Bank Bldg., 147 Jefferson Ave. Area Code 901, 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305, 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414, 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612, 725-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504, 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212, 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215, 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602, 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412, 644-2850.

PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503, 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702, 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703, 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314, 622-4243.

SALT LAKE CITY, UTAH, 84111, 1201 Federal Bldg., 125 S. State St. Area Code 801, 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415, 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912, 232-4321.

SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206, 583-5615.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

201 Meat products

20110 — BARBADOS — Fresh, canned meats. Andrews Endeavours Ltd. (agent), P.O. Box 302, Castries, St. Lucia, W.I. WTD in preparation.

221 Broad woven fabric mills, cotton

22116—IRELAND — Cotton piece goods, corduroy. Maureen Bloomer Co. (importer, distributor, agent), 7-8 Fleet St., Dublin 2. WTD 8/70.

223 Broad woven fabric mills, wool

22314—GERMANY—Upholstery fabrics. Prices c.i.f. European ports. Roebers, Helmut (agent), 8 Freiheitstrasse, Postfach 1182, 4054 Nettetal 1—Lobberich. WTD 9/70.

227 Floor covering mills, products

22710—GERMANY—Carpets woven, cotton and wool. Prices c.i.f. European ports. Roebers, Helmut (agent), 8 Freiheitstrasse, Postfach, 1182, 4054 Nettetal 1—Lobberich. WTD 9/70.

22790 — GERMANY — Wall-to-wall carpeting. Price quotations requested c.i.f. European ports. Roebers, Helmut (agent), 8 Freiheitstrasse, Postfach 1182, 4054 Nettetal 1—Lobberich. WTD 9/70.

228 Yarn, thread mills, products

22823 — GERMANY — Weaving yarns. Prices c.i.f. European ports. H. Mueller u. Heinrich (agent), Box 1425, 4407 Emsdetten WTD in preparation.

229 Textile goods

22952 — GERMANY — Artificial leather for upholstery. Prices c.i.f. European ports. Roebers, Helmut (agent), 8 Freiheitstrasse, Postfach 1182, 4054 Nettetal 1, Lobberich. WTD 9/70.

243 Millwork, veneer, plywood, prefabricated structural wood products

24321—ENGLAND—Hardwood plywood. Walter S. Fry Ltd. (importer, distributor, agent), 106 Borough High St., London, S.E.1. WTD in preparation.

24322—ENGLAND — Softwood plywood for interior use. Walter S. Fry Ltd. (importer, distributor, agent), 106 Borough High St., London, S.E.1. WTD in preparation.

24323—ENGLAND — Softwood plywood for exterior use. Walter S. Fry Ltd. (importer, distrib., agent), 106 Borough High St., London, S.E.1. WTD in preparation.

24332—FRANCE—Ready cut and prefabricated wood buildings including sections and roof trusses. Descriptive literature, price lists requested. Correspondence requested in French. BEAU Andre (distributor, manufacturer), 112 rue Jean Mermoz, 33 Eysines. WTD 3/70.

249 Wood products

24996—ENGLAND—Hardboards. Walter S. Fry Ltd. (importer, distributor, agent), 106 Borough High St., London, S.E.1. WTD in preparation.

252 Office furniture

25220 — BARBADOS — Office furniture, equipment. Andrews Endeavours Ltd. (agent), P.O. Box 302, Castries, St. Lucia, W.I. WTD in preparation.

253 Public building, related furniture

25311—KENYA—School and office equipment. Africa Book Service (East Africa) Ltd. (distributor, agent), P.O. Box 5245, Nairobi. WTD 8/70.

264 Converted paper, paperboard products

26472—SWITZERLAND — Tissue paper for hygienic, other purposes. Schweighauser AG (distributor, agent), Attn: Peter L. Basci, Dir., Schlaflistr. 17, 3000-Bern 25. WTD 8/70.

26491 — KENYA — Stationery and sundries. Africa Book Services (East Africa) Ltd. distributor, agent), P.O. Box 5245, Nairobi. WTD 8/70.

273 Books

27313—KENYA—Educational materials, including books, technical, scientific and professional. Africa Book Services (East Africa) Ltd. (distributor, agent), P.O. Box 5245, Nairobi. WTD 8/70.

27313—SWITZERLAND — Programmed instruction material in book form for using with films, slides, tape recorders. Kummerly & Frey AG (distributor, agent), Attn: Mr. Kummerly, Pres., Hallerstrasse, 3000-Bern. WTD 8/70.

281 Industrial chemicals

28180—ARGENTINA—Industrial organic chemicals, such as: acids, glycols, polyglycols, glycol ethers, glycol-ether esters, ketones, chlorinated solvents, nitrogen compounds, phosphorous plasticizers. Viva & Lapeyre S.A. (importer, distributor, agent), Balcarce 773—7° Piso, Buenos Aires. WTD in preparation.

28190—ARGENTINA — Industrial inorganic chemicals, such as: food additives, calcium salts, magnesium carbonate, sodium salts. Viva & Lapeyre S.A. (importer, distributor, agent), Balcarce 773—7° Piso, Buenos Aires. WTD in preparation.

28199 — NEW ZEALAND — Activated carbon for use in effluent control; gas treatment, solvent recovery, etc. Engineering Technology Ltd., Attn: Mr. B. Henderson (importer, agent, consulting engineers), P.O. Box 625, New Plymouth. WTD 5/70

282 Synthetic materials

28210—SWEDEN—Plastics raw materials for own production of coated semi-manufactured products made of metal. GUSUMS BRUK AB (manufacturer, exporter), S-610 40 Gusum. WTD in preparation.

283 Drugs

28312 — NETHERLANDS — Biological specialties for veterinary use, especially sera, vaccines, etc. Exclusive licensing, representation or agency arrangement for Benelux area, non-exclusive arrangement for worldwide distribution. AESCULAAP N.V., L. M. Jansen, Gen. Mgr. (importer, distributor/exporter, manufacturer), 2 van Salmstraat, or P.O. Box 35, Boxtel. WTD 8/70.

28315—BARBADOS—Veterinary drugs. Mangrove Farms Ltd. (importer, agent, retailer), P.O. Box 434, Bridgetown. WTD 7/70.

28331 — NETHERLANDS — Medicinal specialties for veterinary use, especially sera, feed supplements, diagnostics, etc. Exclusive licensing, representation or agency arrangement for Benelux area, non-exclusive arrangement for worldwide distribution. AESCULAAP N.V., L. M. Jansen, Gen. Mgr. (importer, distributor/exporter, manufacturer), 2 van Salmstraat, or P.O. Box 35, Boxtel. WTD 8/70.

28332 — NETHERLANDS — Medicinal specialties for veterinary use, especially sera, diagnostics, etc. Exclusive licensing, representation or agency arrangement for Benelux area, non-exclusive arrangement for worldwide distribution. AESCULAAP N.V., L. M. Jansen, Gen. Mgr. (importer, distributor/exporter, manufacturer), 2 van Salmstraat, or P.O. Box 35, Boxtel. WTD 8/70.

28349 — NETHERLANDS — Pharmaceutical specialties for veterinary use, especially anthelmintics, diagnostics, etc. Exclusive licensing, representation or agency arrangements for Benelux area, non-exclusive arrangement for worldwide distribution. AESCULAAP N.V., L. M. Jansen, Gen. Mgr. (importer, distributor/exporter, manufacturer), 2 van Salmstraat, or P.O. Box 35, Boxtel. WTD 8/70.

287 Agricultural chemicals

28790—BARBADOS—Insecticides; herbicides; fungicides; pre-emulsion sprays. Mangrove Farms Ltd. (importer, agent, retailer), P.O. Box 434, Bridgetown. WTD 7/70.

306 Fabricated rubber products

30695—GERMANY — Mechanical rubber goods. Prices c.i.f. European ports. Hagen AG, Gottfried (importer, manufacturer, exporter), 95/101 Rolshover Strasse, 5 Koeln-Kalk 91. WTD 9/70.

30698—GERMANY—Rubber thread, bare. Prices c.i.f. European ports. Hagen AG, Gottfried (importer, manufacturer, exporter), 95/101 Rolshover Strasse, 5 Koeln-Kalk 91. WTD 9/70.

307 Plastic products

30790 — ENGLAND — Plastic laminates. Walter S. Fry Ltd. (importer, distributor, agent), 106 Borough High St., London, S.E.1. WTD in preparation.

323 Glass products

32316 — SWEDEN — Laboratory glass-

XUM

ware. AB BIOTEC (importer, manufacturer, agent), Maria Skolgata 83, S-116 52 Stockholm. WTD 8/70.

325 Structural clay products

32550—ENGLAND—High temperature insulating bricks, i.e. insulating bricks having high degree of refractoriness which makes them suitable for hot-face use. British Clay Products Ltd. (importer, distributor, agent), Chamberlain Rd., Stoneferry, Hull, Yorkshire. WTD in preparation.

335 Rolling, drawing, extruding of nonferrous metals

33560—GERMANY—Rolled and extruded lead products. Prices c.i.f. European ports. Hagen AG, Gottfried (importer, manufacturer, exporter), 95/101 Rolshover Strasse, 5 Koeln-Kalk 91. WTD 9/70.

342 Cutlery, hand tools, general hardware

34232—NETHERLANDS—All types of tools, equipment for gardening. Exclusive agency. Kleijntjens Sales Organisation (K.S.O.) (importer, distributor, agent), 3 Rutherfordstraat, Haarlem. WTD 9/70.

34233—NETHERLANDS—All types of do-it-yourself tools, supplies. Exclusive agency. Kleijntjens Sales Organisation (K.S.O.) (importer, distributor, agent), 3 Rutherfordstraat, Haarlem. WTD 9/70.

349 Fabricated metal products

34970—SWITZERLAND—Adhesive foils, tapes all kinds. Perfecta AG (distributor, agent), Attn: Mr. Basci, Sandrainstr. 3, 3000 Bern 12. WTD 8/70.

353 Construction, mining, materials handling machinery, equipment

35316 — BELGIUM — Mixers, automatic, small or medium capacity for mixing precoated sand. Etablissements Paul Lacroix (importer, distributor, agent), 28 Rue Dartois, 4000 Liege. WTD 9/70.

35316 — COLOMBIA — Asphalt plants, finishers. Catalogs, price lists desired. EYMA Ltda., Equipos & Maquinaria Ltda. (importer, distributor, agent), Calle 12 No. 46-56—Apartado Aereo 5913, Bogota. WTD 9/70.

35318 — COLOMBIA — Motor graders. Catalogs, price lists desired. EYMA Ltda., Equipos & Maquinaria Ltda. (importer, distributor, agent), Calle 12 No. 46-56—Apartado Aereo 5913, Bogota. WTD 9/70.

35322—COLOMBIA—Crushing machinery, equipment. Catalogs, price lists desired. EYMA Ltda., Equipos & Maquinaria Ltda. (importer, distributor, agent), Calle 12 No. 46-56—Apartado Aereo 5913, Bogota. WTD 9/70.

35330—SOUTH AFRICA—Oil-field machinery, equipment. Southern Africa Offshore Services Pty. Ltd. (importer, distributor), 303 Union Castle Buildings, Adderley St., P.O. Box 7, Cape Town, Cape Province. WTD 9/70.

354 Metalworking machinery

35484—NETHERLANDS—Steam cleaners and parts; high pressure washing machinery and high pressure automobile washing machinery. Exclusive representations. Hypressure Jenny C.V. (importer, distributor, agent), 52 Joh. Geradtsweg, Hilversum. WTD 9/70.

355 Special industry machinery

35592 — BELGIUM — Special machinery for new foundry processes especially for mass production; automatic casting machines for ferrous and non-ferrous castings. Etablissements Paul Lacroix (importer, distributor, agent), 28 Rue Dartois, 4000 Liege. WTD 9/70.

35593 — KUWAIT — Plastic laminating machinery for lamination of identity cards. Shaya Stationery (importer, distributor, retailer), P.O. Box 5098, Kuwait. WTD 4/70.

358 Service industry machines

35892—NEW ZEALAND—Comminutors and grit extraction equipment for sewage treatment. Engineering Technology Ltd., Attn: Mr. B. Henderson (importer, agent, consulting engineers), P.O. Box 625, New Plymouth. WTD 5/70.

361 Electric transmission, distribution equipment

36112—ISRAEL—Test instrumentation/equipment for testing electrical, radio and communications circuits and motors. Exclusive agency. M.T.I. Engineering Ltd. (distributor, agent), 4 Hilazon St., Ramat-Gan. WTD 7/70.

363 Household appliances

36350 — GERMANY — Commercial floor cleaning machines, building maintenance equipment. Prices c.i.f. European ports. Vorwerk & Co., Elektrowerke KG (distributor, mfg., exporter), 17-37 Muehlenweg, 56 Wuppertal-Barmen. WTD 11/69.

366 Communication equipment

36622—GERMANY—Special effects instruments and parts thereof incl. video mixers for closed circuit radio, television equipment. D. Binninger, Ingenieurbetriebe (importer, distributor, agent), 8 Hauptstrasse, 6116 Eppertshausen. WTD 3/70.

36622—ISRAEL—Radio and television communication equipment, and closed circuit systems for commercial, military, industrial use. Exclusive agency. M.T.I. Engineering Ltd. (distributor, agent), 4 Hilzaon St, Ramat-Gan. WTD 7/70.

36624 — PORTUGAL — Receivers for OMEGA electronic navigation systems. Termoelectronica GENIA, Lda. (agent), Rua das Flores 71-3°, Lisbon. WTD in preparation.

36625—PORTUGAL—Air warning radars for installation on ships of 1,000-2,000 tons. Termoelectronica GENIA, Lda. (agent), Rua das Flores 71-3°, Lisbon. WTD in preparation.

369 Electrical machinery, equipment, supplies

36912—GERMANY—Storage batteries. Prices c.i.f. European ports. Hagen AG, Gottfried (importer, manufacturer, exporter), 95/101 Rolshover Strasse, 5 Koeln-Kalk 91. WTD 9/70.

38112—SWEDEN—Scientific instruments and apparatus. AB BIOTEC (importer, manufacturer, agent), Maria Skolgata 83, S-116 52 Stockholm. WTD 8/70.

382 Instruments for measuring, controlling, indicating physical characteristics

38210—ISRAEL—Pressure and level control instruments for steam, pneumatics, hydraulics. Exclusive agency. Amgav Distribution Ltd. (importer, distributor, manufacturer), 25 Carlebach St., Tel Aviv. WTD 2/69.

38220—ISRAEL—Automatic temperature controls for steam, pneumatics, hydraulics for industrial processes. Amgav Distribution Ltd. (importer, distrib. mfg.), 25 Carlebach St., Tel Aviv. WTD 2/69.

384 Surgical, medical, dental instruments

38410 — NETHERLANDS — Cardiovascular, surgical and hemodialysis medical equipment and apparatus. Exclusive representations for European Common Market. N.V. Handelsmaatschappij Hilekes (importer, distributor, agent), 9 Sarphatistraat, Amsterdam. WTD 9/70.

38410 — SWITZERLAND — New-to-market disposable syringes, disposable needles and similar items for medical use. Perfecta AG (distributor, agent), Attn: Mr. Basci, Sandrainstr. 3, 3000-Bern 12. WTD 8/70.

38420—SWITZERLAND—Special paper bandages for hospitals, general medical applications. Novelty adhesive plasters, similar products. Perfecta AG (distributor, agent), Attn: Mr. Basci, Sandrainstrasse 3, 3000-Bern 12. WTD 8/70.

386 Photographic equipment

38611—SWITZERLAND—Overhead projectors, related items for educational purposes. Kummerly & Frey AG (distributor, agent), Attn: Mr. Kummerly, President, Hallerstrasse, 3000-Bern. WTD 8/70.

394 Toys, amusements

39410—KENYA—Toys, games. Africa Book Services (East Africa) Ltd. (distributor, agent), P.O. Box 5245, Nairobi. WTD 8/70.

Malawi invites engineering firms to prequalify for construction of 133-mile single line railroad

Malawi has issued an invitation for engineering firms to submit prequalification statements for future bidding on the construction of a single line railroad from Salima to Lilongwe and from Lilongwe to Mchinji, a total distance of 133 miles. The construction contract will include all essential systems.

Prequalification statements must be received by the Secretary for Transport and Communications, P.O Box 587, Blantyre, Malawi, by Oct. 31.

Copies of the official announcement, which lists the required items to be furnished by firms wishing to prequalify, are available from the Construction and Building Materials Division, BDC-645, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-3602).

Yugoslav agency invites bids on 3 projects

The Community of Yugoslav Posts, Telegraphs and Telephones agency, has issued tenders for the supply and installation of the following projects: 1) coaxial cable and cable accessories for one coaxial link plus carrier frequency line equipment and gas control system equipment for nine coaxial links. Deadline Nov. 23; Tender fee U.S. $200. 2) delivery, assembly, testing, and final installation of carrier frequency equipment for 17 transit exchanges and six carrier frequency centers. Deadline Dec. 21; Tender fee U.S. $300.

3) Delivery, assembly, testing and final installation of equipment for 23 radio relay circuits with 1800 telephone channel capacity and one circuit with 960 telephone channel capacity. Deadline Dec. 21; Tender fee U.S. $300.

Copies of tender announcements and specifications are available from Community of Yugoslav Posts. Telegraphs & Telephones, Palmoticeva 2, Belgrade.

New Zealand seeks switching, identification phone equipment

The Controller of Stores, Post Office Headquarters in New Zealand has issued Tender No. P.O.H.Q. 170/9393 for the manufacture and supply of: 1) necessary telephone exchange switching equipment; 2) automatic number identification equipment. The bid deadline is Feb. 18.

There are two projects involved. Awards may be to the same or separate tenderers. Tenders are for equipment fully manufactured outside New Zealand, but firms are also invited to outline conditions for assembly and manufacture in New Zealand. This equipment is to be introduced into the present network beginning in 1972.

Copies of tender announcements and specifications are available from the New Zealand Embassy, 19 Observatory Circle, NW., Washington, D.C. 20008 or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDC-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists. Mimeographed copies may be obtained by firms domiciled in the U.S. from the U.S. Department of Commerce, BIC-924, Washington, D.C. 20230, and from any Department of Commerce Field Office. The price is $1 per list for each country.

American Firms, Subsidiaries and Affiliates—Edinburgh, Scotland, Consular District, August 1970

American Firms, Subsidiaries and Affiliates—Jamaica, September 1970

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

FRANCE—Michel Arguillere, Chief of Finances, Mr. Bastid, Secretary General, Mr. Cornubert, Under-Director of Housing Services, Compagnie de Developpement Immobilier (COGEDIM), 12 rue Roquepine, Paris 8e, Mr. Maupas, Director General, OCEFI, and Mr. Stenmetz, Banque de Paris et des Pays Bas, **interested in U.S. real estate and financing of housing projects and office construction.** Oct. 6 via New York for 12 days. c/o Paribas Corp., 40 Wall St., New York, N.Y. Itinerary: New York, Philadelphia, Washington, Chicago. WTD in preparation.

HONG KONG—Ling Yap Yin, Overseas Director, Wing Heng Trading Co., 17/F Yu Sung Boon Bldg., 107-111 Des Voeux Rd. Central, Hong Kong, **interested in buying synthetic fiber for manufacturing wigs.** Oct. 4 via Los Angeles for 3 weeks. Itinerary: Oct. 4-11, Los Angeles c/o Los Angeles Hilton, 930 Wilshire Blvd., Los Angeles, Calif. 90017; Oct. 11-18, Chicago; Oct. 18-25, New York c/o New York Hilton, Rockefeller Center, 1335 Ave. of the Americas, New York, N.Y. WTD 7/70.

ITALY—Paolo Cioni, Azienda Ortovivaistica Fiorentina, 11-13 Via dei Bassi, Florence, **interested in visiting highways already completed and those under construction, seeing road maintenance machinery in operation especially machinery for maintaining highway grass covered embankments, ditch cleaning, plant maintenance, sodding, etc. with view to purchase.** Approx. Oct. 5 via New York for 10-20 days. C/o Prof. Pierluigi Bargellini, 916 Rivley Creek, Media, Pa. or Mrs. Paola Bernetti, 12520 S. 86th Ave., Palos Park, Ill. Itinerary: New York, Philadelphia, Chicago, Cleveland, Boston. WTD in preparation.

NORWAY—Fredrik A. Nilsson, representing his own firm, Rostedsgate 1, Oslo 1, **interested in agencies for U.S. machines and tools for the plumbing trade.** Oct. 7 via New York for 12 days. c/o The Biltmore, Madison Ave. & 43rd St., New York, N.Y. 10017. Itinerary: New York, Washington, Pittsburg, Elyria, Ohio. WTD in preparation.

SAUDI ARABIA — Bharat Jashanmal, Jashanmal & Sons, P.O. Box 16, Manama, Bahrain, Arabian Gulf, **interested in direct purchase and agencies for cigarettes, detergents, soaps, toothpaste, toys, household supplies, novelties such as low cost-high turnover products.** Oct. 15 via New York for 2 weeks. c/o Dayton Price and Co. Ltd., 1 Park Ave., New York, N.Y. 10016. Itinerary: New York. WTD 3/67 under revision.

SAUDI ARABIA—Ebrahim Eshaq, Investment & Trading (Gulf) Enterprises, P.O Box 773, Bahrain, **interested in direct purchase and agencies for home furnishings, office fixtures and furnishings, construction materials and hotel equipment.** First week in October via New York for 10 days. c/o Hilton International, Park Ave. & E. 50 St., New York, N.Y. 10022. Itinerary: New York. WTD 5/68 under revision.

SOUTH AFRICA—H. van den Heuvel, Bruynzeel Flywoods Ltd., P.O. Box 159, Stellenbosch, Cape Province, **interested in visiting lumber, wood products, mill work plants and in purchasing sawmilling and plywood machinery.** Sept. 25 via Chicago for 3 weeks. c/o Olympic Hotel, 4th & Seneca Sts., Seattle, Wash. Itinerary: Seattle; Portland; Madison, Ill.; New Orleans; Alexandria, Va.; San Francisco. WTD in preparation.

Pakistan pipeline company wants supply of valves, factory bends

The Managing Director, Sui Northern Gas Pipelines, Ltd., Monnoo House, 3 Montgomery Rd., P.O. Box 56, Lahore, has issued Tender No. SN 1684/70, deadline Oct. 21, for gate valves; Tender No. SN 1691/70, deadline Oct. 5, for factory bends; Tender No. 1685/70, deadline Oct. 21 for lubricated plug valves for a pipeline in varying sizes and quantities.

Specifications are available on a short term loan basis from the General Industrial Equipment Division, BDC-647, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-5585).

Greece seeks proposals on report of garbage disposal methods

The Regional Development Service of Attica and the Aegean Islands Division of the Ministry of Coordination, 22 Ippocratous St., Athens 144, will receive proposals for preparation of a preliminary report on "Best Methods of Garbage Disposal for the Greater Capital Area." Terms and specifications are expected; proposals due Oct. 30.

Bolivian telecommunications unit will install HF radio network

The Bolivian National Telecommunications Enterprise (ENTEL) has issued Tender No. 5-70 for electrical, communications and engineering services for the construction of an HF radio network. The bid deadline is Oct. 22.

Bids should offer equipment and services for construction of an HF radio network consisting of three primary, five secondary and seven remote stations.

Copies of tender announcements and specifications are available from the Empresas Nacional De Telecommunicaciones, Oficina Control De Proyectos, Casilla Postal No. 4450 Ave. De Octubre 2228, La Paz, Bolivia for U.S. $65 plus $10 airmail postage.

Ireland extends deadline

The Irish Department of Posts and Telegraphs has extended the bid deadline on Tender No. C/513/10/1 for the supply of telephone coinboxes and installation of associated exchange equipment. The new deadline is Oct. 15. (See INTERNATIONAL COMMERCE, Sept. 7, p. 49 and *Commerce Business Daily*, Sept. 1, p. 14.)

XUM

New Books and Reports

***World Directory of Industry and Trade Associations.* UNCTAD/GATT, Geneva. 370pp. $5.**

The UNCTAD/GATT International Trade Centre has published this guide to aid exporters in finding the right importers for their products. It lists the names and addresses of some 6,000 industry or trade associations in 60 countries.

The associations are classified by product, using the Standard International Trade Classification (SITC) cross-referenced to the Brussels Tariff Nomenclature (BTN). Thus the reader seeking importers of a given product will find all relevant associations throughout the world listed together.

The second part of the directory lists specialized product promotion institutions and general associations grouping all industries, to help users wanting more commercial information than is available from the specialized associations.

French and Spanish editions are also planned.

Write: International Trade Centre, UNCTAD/GATT, Palais des Nations, Geneva, Switzerland.

***International Marketing.* By John Fayerweather. Published by Prentice-Hall, Inc., Englewood Cliffs, N.J. 120 pp., $2.95.**

This second edition of a book issued in the publisher's Foundations of Marketing series presents four main themes: the similarity of marketing problems and tasks in all countries, variations arising from differences in the basic systems of societies, the forces of international economics molding internation trade patterns, and the distortions of these patterns caused by nationalistic government policies.

Write: Prentice-Hall, Inc., Englewood Cliffs, N.J. 07632.

***The Political Climate for Private Foreign Investment; With Special Reference to North Africa.* By Lee Charles Nehrt. Praeger, Sew York. 424pp. $18.50.**

How to test the potential for private investment in developing countries is the problem posed in this study of Tunisia, Morocco, and Algeria. Dr. Nehrt, a former adviser to the government of Tunisia, develops an analytical approach for evaluating investment climate. He shows how efforts on the part of developing countries to build private investment can be misinterpreted unless their actions toward the private sector are clearly documented and fully explained.

The book is part of the Praeger series of Special Studies in International Economics and Development.

Write: Praeger Publishers, 111 Fourth Ave., New York, N.Y. 10003.

***International Shipping and Shipbuilding Directory: 1970.* Published by Benn Bros., London. 830pp. $25.**

The eighty-second edition of this extensive volume lists shipowners, shipping lines and ship managers throughout the world; shipbuilders and repairers; marine engine builders and licensors; towage and salvage contractors; maritime organizations and consultants, and principal subcontracting firms supplying shipbuilders.

Write: John de Graff, Inc., 34 Oak Ave., Tuckahoe, N.Y. 10707.

***Amount and Sharing of Aid.* By Jagdish N. Bhagwati. Published by the Overseas Development Council, Washington. 197pp. $1.50.**

A study of the growing crisis in the levels, terms, and conditions of development assistance, and of the distribution of the aid burden among donor nations and the aid benefit upon recipients.

Write: Overseas Development Council, Suite 501, 1717 Massachusetts Ave., NW., Washington, D.C. 20036 (Tel. 202-234-8701).

Latest Customs Journals

The following new International Customs Journals are available at the standard price of $3 per hard copy, 65¢ for microfiche.

Canada (12th Ed.)	PB 193 224
Denmark (10th Ed.)	PB 193 225
Finland (12th Ed.)	PB 193 226
Greece (7th Ed.)	PB 193 227
Korea	PB 193 228
Norway (17th Ed.)	PB 193 229
Portugal (9th Ed.)	PB 193 230
Senegal	PB 193 231
Sweden (15th Ed.)	PB 193 232
Switzerland (11th Ed.)	PB 193 233
United States (7th Ed.)	PB 193 234
Venezuela (19th Ed.)	PB 193 235
EEC	PB 193 236

Write: National Technical Information Service, U.S. Department of Commerce, Springfield, Va. 22151 (Attn: Code 410.11).

***Foreign Investment: The Experiences of Host Countries.* Edited by Isaiah A. Litvak and Christopher J. Maule. Praeger Publishers, New York. 432 pp. $16.50**

This study in Praeger's series of Special Studies in International Economics and Development analyzes the economic and political implications of direct foreign investment as viewed by the host nation. The editors are particularly concerned with the operations of the multinational corporation in the international arena.

The contributing authors, knowledgeable in the investment field in their respective countries, evaluate the extent of direct foreign investment; the host countries' policies toward such investment; and resulting major political and economic issues. They also discuss the future for direct foreign investment in their countries.

Both industrialized and developing nations are covered and include Argentina, Canada, South Africa, Japan, France, India and Yugoslavia. Because of the inadequacy of statistics on this subject, the authors have utilized varied sources to estimate the nature and size of direct foreign investment. A special chapter is devoted to U.S. private investment in minerals and petroleum in developing countries.

Write: Praeger Publishers, 111 Fourth Ave., New York, N.Y. 10003.

***Pan Am Marketing Guide for Food Processing & Packaging Machinery.* Pan American World Airways. 72pp. Free.**

A country-by-country market survey of the sales prospects for food industry machinery around the world. It profiles markets in 24 nations, outlining the market's characteristics, products with high potential, products having little potential, applicable tariffs, major upcoming trade exhibitions, leading trade organizations and publications and any other significant data. It also lists selected air cargo commodity rates for these markets.

U.S. Department of Commerce trade specialists helped prepare the booklet, and the detailed studies upon which the book is based are available on a loan basis from the Commercial Intelligence Division, BIC-924, U.S. Department of Commerce, Washington, D.C. 20230.

Pan Am also recently published a pamphlet explaining the economies of using the 747 cargo container and pallet.

Both booklets may be requested from any Pan Am cargo sales office.

☆ U. S. GOVERNMENT PRINTING OFFICE 1970—432-026/6

Calendar *for international traders*

ATLANTA—Oct. 13 & 20—Export Trade Workshop, 6:30 p.m., Georgia State Univ. Sponsor: Georgia International Trade Assn., Commerce Field Office.

BEDFORD, MASS.—Oct. 15—Governor's Conference on "Go Global" Marketing Program, Officers Club, Hanscom Field. Luncheon speaker: Gov. Francis Sargent of Massachusetts. Sponsors: Mass. Dept. of Commerce and Development, Boston Field Office.

BOSTON — Oct. 8—Trade Winds Round Table Seminar (4 p.m.) and Dinner Meeting (5:30 p.m.), Sheraton-Plaza Hotel. Speaker: **S. Stanley Katz, Director of Commerce's Office of International Investment.** Sponsor: International Center of New England.

CEDAR RAPIDS, IOWA—Oct. 20—Chamber of Commerce dinner, Roosevelt Motor Hotel. Speaker: **Harold B. Scott, Director of the Bureau of International Commerce.**

CHICAGO — Oct. 8 — International Trade Club Luncheon, LaSalle Hotel.

CHICAGO—Oct. 14—Chicago Midwest Credit Management Assn., Bismarck Hotel.

CHAMPAIGN-URBANA—Oct. 15—Export Seminar. Sponsors: Illinois Dept. of Business and Economic Development, Champaign Chamber of Commerce, Urbana Chamber of Commerce, Chicago Field Office.

DALLAS — Oct. 21 — World Trade Conference, Fairmont Hotel. Luncheon speaker: **Robert McLellan, Asst. Secretary of Commerce for Domestic and International Business.**

DES MOINES — Oct. 20 — World Trade Club of Central Iowa luncheon. Speaker: **Harold B. Scott, Director of the Bureau of International Commerce.**

GREENVILLE, MISS. — Oct. 14 — Delta Export Conference, Greenville Country Club. Sponsors: REEC, Greenville Chamber of Commerce, Memphis and New Orleans Field Offices.

HONOLULU—Oct. 13—Export Luncheon. Speaker: **Robert McLellan, Assistant Secretary of Commerce for Domestic and International Business.** Sponsors: Chamber of Commerce of Hawaii, Hawaii World Trade Assn., REEC.

JACKSONVILLE—Oct. 12 & 19—Export Trade Seminars on Techniques of Exporting, Exporting for the Small Businessman. Export Financing and Insuring Overseas Shipments. Jacksonville Area Chamber of Commerce Board Room. Sponsors: REEC, Jacksonville Area Chamber of Commerce, Commerce Field Office.

KANSAS CITY—Oct. 13—Meeting on East-West Trade, Top-Of-The-Tower Restaurant, Commerce Tower. Sponsors: International Trade Club, REEC, Commerce Field Office.

LITTLE ROCK—Oct. 15—Arkansas Exporters' Roundtable meeting, Chamber of Commerce headquarters.

MEMPHIS—Oct. 13—Export forum on West Berlin, Albert Pick Motor Inn. Sponsors: Mid-South Exporters' Roundtable, Commerce Field Office.

MEMPHIS—Oct. 20—World Trade Club meeting, Sheraton-Peabody Hotel. Program on Port of New Orleans.

NEW YORK—Oct. 14—FCIB Publishers Export Credit Group dinner meeting, Advertising Club, 4 p.m.

NEW YORK—Oct. 15—FCIB Drug, Chemical and Food Export Club luncheon, Advertising Club, 12:15.

NORFOLK — Oct. 27-29 — 22nd annual Virginia Conference on World Trade, Golden Triangle Motel. Theme: World Trade Success in the 70's. Sponsor: Richmond Field Office.

NORWALK, CONN. — Oct. 15 — Seminar on Introduction to World Trade, 7-9 p.m., Union Trust Co. Sponsors: Union Trust, REEC, Commerce's Hartford Field Office.

OCALA, FLA. — Oct. 15 — Export Trade Seminar, Golden Hills Country Club. Sponsors: Ocala Manufacturers Assn., REEC, Commerce's Jacksonville Field Office.

PHILADELPHIA—Oct. 14—In-Office Workshop on Organizing for Export, Commerce Field Office, 10 a.m.

PHOENIX—Oct. 20—Arizona World Trade Conference. Dinner Speaker: **Robert McLellan, Asst. Secretary of Commerce for Domestic and International Business.**

PORTLAND, ORE. — Oct. 14-16 — Western International Trade Group meeting, Dunes Hotel. Commerce Speakers: **Robert McLellan, Asst. Secretary for Domestic and International Business, and Harold B. Scott, Director of the Bureau of International Commerce.**

SACRAMENTO — Oct. 19—Annual World Trade Luncheon. Speaker: **Robert McLellan, Asst. Secretary of Commerce for Domestic and International Business.** Sponsor: Sacramento Metropolitan Chamber of Commerce.

SEATTLE—Oct. 13 & 20—Export seminars on banking and insurance, and marketing and forwarding, 8021 Federal Office Bldg., 10 a.m. to noon Commerce Field Office.

SEEKONK, MASS.—Oct. 20—Dinner meeting of the World Trade Club of Greater Providence Chamber of Commerce, Ramada Inn, Fall River Ave., 6 p.m.

STATE COLLEGE, PA.—Oct. 9—Export Operations Seminars, Holiday Inn, Route 322, from 10 a.m. to 3.30 p.m. Subjects: Organizing for Export, Export Documentation, and Locating Agents and Distributors. Luncheon speaker: John Acton, Pennsylvania Dept. of Commerce.

TAMPA—Oct. 14—Export trade seminar, Tampa Chamber of Commerce Board Room. Sponsors: Tampa World Trade Council, Tampa Chamber, REEC, Commerce's Jacksonville Field Office.

TOPEKA—Oct. 20—Export Development Seminar, 9:30 a.m., and Export Documentation, 2 p.m. Topeka Chamber of Commerce headquarters. Sponsors: Greater Topeka Chamber of Commerce, REEC, Kansas City Field Office.

WALTHAM, MASS. — Oct. 15 — Breakfast meeting, Smaller Business Assn. of New England, Holiday Inn, Totten Pond Road, 7:30 a.m. Speaker: **William J. Bushwaller, Office of International Trade Promotion.**

WILLIAMSPORT, PA. — Oct. 13 — Discussion of European Trade Prospects, jointly sponsored by West Branch Manufacturers Assn. of Phila. Regional Export Expansion Council. Lycoming Hotel, 6 p.m. Speakers: **Ernest Rubin, Director, Sino-Soviet Division, U.S. Department of Commerce,** and Frederick Heldring, Chairman, Phila. REEC.

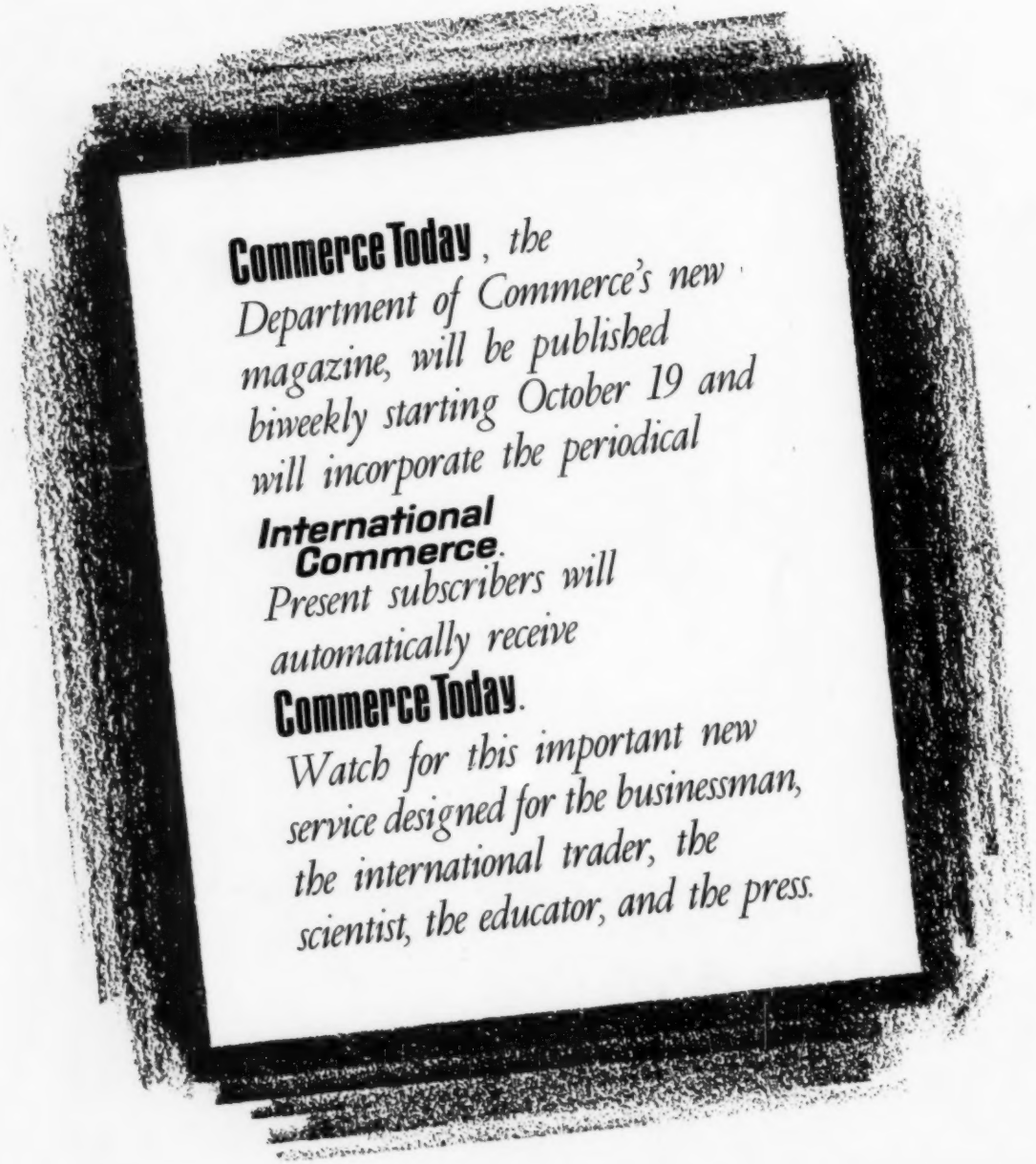
XUM

UNITED STATES
GOVERNMENT
DIVISION OF PU
WASHINGTO
-
OFFICIA

CR - MAY 46129
UNIVERSITY MICROFILMS
SERIALS SECTION
300 NORTH ZEEB RD
ANN ARBOR MICH 48106

POSTAGE AND FEES PAID
U.S. GOVERNMENT PRINTING OFFICE

First-Class Mail


Commerce Today, *the Department of Commerce's new magazine, will be published biweekly starting October 19 and will incorporate the periodical*
International Commerce.
Present subscribers will automatically receive
Commerce Today.
Watch for this important new service designed for the businessman, the international trader, the scientist, the educator, and the press.

XUM